

09 / 705, 671

L Number	Hits	Search Text	DB	Time stamp
4	8312	(contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3) near (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)	US-PGPUB	2004/03/18 17:39
5	1341	((contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3) near (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)) and ((priority or prioritiz\$5 or special or unique or "V.I.P." or VIP or exclusi\$2) near5 (contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3))	US-PGPUB	2004/03/18 17:39
6	813	((adjust\$ or modify\$ or add\$ or increas\$ or decreas\$ or updat\$ or chang\$) near2 (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)) and ((contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3) near (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)) and ((priority or prioritiz\$5 or special or unique or "V.I.P." or VIP or exclusi\$2) near5 (contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3)))	US-PGPUB	2004/03/18 17:40
7	106	((adjust\$ or modify\$ or add\$ or increas\$ or decreas\$ or updat\$ or chang\$) near2 (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)) and ((contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3) near (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)) and ((priority or prioritiz\$5 or special or unique or "V.I.P." or VIP or exclusi\$2) near5 (contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3))) and leads	US-PGPUB	2004/03/18 17:16
8	9	((adjust\$ or modify\$ or add\$ or increas\$ or decreas\$ or updat\$ or chang\$) near2 (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)) and ((contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3) near (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)) and ((priority or prioritiz\$5 or special or unique or "V.I.P." or VIP or exclusi\$2) near5 (contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3))) and ((sales or marketing) near lead\$1)	US-PGPUB	2004/03/18 17:38
9	10063	(contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3) near (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)	EPO; JPO; DERWENT; IBM_TDB	2004/03/18 17:39
12	107	((contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3) near (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)) and ((priority or prioritiz\$5 or special or unique or "V.I.P." or VIP or exclusi\$2) near5 (contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3))	EPO; JPO; DERWENT; IBM_TDB	2004/03/18 17:40
13	5	((adjust\$ or modify\$ or add\$ or increas\$ or decreas\$ or updat\$ or chang\$) near2 (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)) and ((contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3) near (list\$3 or schedul\$ timetable\$ frequency calendar\$ plan\$4)) and ((priority or prioritiz\$5 or special or unique or "V.I.P." or VIP or exclusi\$2) near5 (contact\$3 or visit\$3 or call\$3 or market\$3 or advertis\$3)))	EPO; JPO; DERWENT; IBM_TDB	2004/03/18 17:41
-	1	("5966695").PN.	USPAT	2004/03/17 20:05
-	39	5966695.URPN.	USPAT	2004/03/17 19:55
-	618	705/14.ccls.	USPAT	2004/03/17 20:05
-	9	705/14.ccls. and (lead\$1 near3 generat\$)	USPAT	2004/03/17 20:11
-	3	(705/14.ccls. and (lead\$1 near3 generat\$)) and priorit\$	USPAT	2004/03/17 20:22
-	15126	705/\$	USPAT	2004/03/17 20:22
-	8890	705/\$.ccls.	USPAT	2004/03/17 20:22
-	68	705/\$.ccls. and ((contact\$ or call\$1 or visit\$) near (frequen\$))	USPAT	2004/03/17 20:24
-	34	(705/\$.ccls. and ((contact\$ or call\$1 or visit\$) near (frequen\$))) and lead\$	USPAT	2004/03/17 20:30
-	24	((705/\$.ccls. and ((contact\$ or call\$1 or visit\$) near (frequen\$))) and lead\$) and (calendar\$1 or schedule\$1 or timetable\$1)	USPAT	2004/03/17 20:33
-	26	((705/\$.ccls. and ((contact\$ or call\$1 or visit\$) near (frequen\$))) and lead\$) and lead\$1	USPAT	2004/03/17 20:33

Scan Abstract twice

Solvent

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?show files;ds
File 635:Business Dateline(R) 1985-2004/Mar 17
    (c) 2004 ProQuest Info&Learning
File 570:Gale Group MARS(R) 1984-2004/Mar 17
    (c) 2004 The Gale Group
File 387:The Denver Post 1994-2004/Mar 16
    (c) 2004 Denver Post
File 471:New York Times Fulltext 90-Day 2004/Mar 16
    (c) 2004 The New York Times
File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06
    (c) 2002 Phoenix Newspapers
File 494:St Louis Post-Dispatch 1988-2004/Mar 17
    (c) 2004 St Louis Post-Dispatch
File 498:Detroit Free Press 1987-2004/Mar 17
    (c) 2004 Detroit Free Press Inc.
File 631:Boston Globe 1980-2004/Mar 16
    (c) 2004 Boston Globe
File 633:Phil.Inquirer 1983-2004/Mar 12
    (c) 2004 Philadelphia Newspapers Inc
File 638:Newsday/New York Newsday 1987-2004/Mar 16
    (c) 2004 Newsday Inc.
File 640:San Francisco Chronicle 1988-2004/Mar 17
    (c) 2004 Chronicle Publ. Co.
File 641:Rocky Mountain News Jun 1989-2004/Mar 16
    (c) 2004 Scripps Howard News
File 702:Miami Herald 1983-2004/Mar 16
    (c) 2004 The Miami Herald Publishing Co.
File 703:USA Today 1989-2004/Mar 17
    (c) 2004 USA Today
File 704:(Portland)The Oregonian 1989-2004/Mar 16
    (c) 2004 The Oregonian
File 713:Atlanta J/Const. 1989-2004/Mar 14
    (c) 2004 Atlanta Newspapers
File 714:(Baltimore) The Sun 1990-2004/Mar 17
    (c) 2004 Baltimore Sun
File 715:Christian Sci.Mon. 1989-2004/Mar 18
    (c) 2004 Christian Science Monitor
File 725:(Cleveland)Plain Dealer Aug 1991-2004/Mar 16
    (c) 2004 The Plain Dealer
File 735:St. Petersburg Times 1989- 2004/Mar 15
    (c) 2004 St. Petersburg Times
File 476:Financial Times Fulltext 1982-2004/Mar 17
    (c) 2004 Financial Times Ltd
File 477:Irish Times 1999-2004/Mar 08
    (c) 2004 Irish Times
File 710:Times/Sun.Times(London) Jun 1988-2004/Mar 16
    (c) 2004 Times Newspapers
File 711:Independent(London) Sep 1988-2004/Mar 17
    (c) 2004 Newspaper Publ. PLC
File 756:Daily/Sunday Telegraph 2000-2004/Mar 15
    (c) 2004 Telegraph Group
File 757:Mirror Publications/Independent Newspapers 2000-2004/Feb 26
    (c) 2004
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Set	Items	Description
S1	16597264	LIST? OR CATALOG? OR FILE? OR SCHEDUL? OR TIMETABLE? OR PR-IORIT? OR CALENDAR? OR PLAN? OR PROGRAM? OR AGENDA? OR FREQUE-NCE? OR OCCUR? OR TIME? OR RATE? OR INCIDENC?
S2	994713	S1 (2N) (CONTACT? OR ADVERTIS? OR MARKETING? OR CALL? OR P-HONE? OR PHONING? OR COMMUNICAT? OR WRIT? OR VISIT? OR APPOIN-T? OR LEADS OR LEAD OR PROSPECT?)
S3	1409787	S1 (3N) (ADJUST? OR MODIF? OR ADD? OR INCREAS? OR DECREAS? OR UPDAT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR REVIS?)
S4	80619	S2 AND(PHYSICIAN? OR DOCTOR? OR (GENERAL (N) PRACTITIONER?) OR (MEDIC? (2N)DOCTOR?) OR SURGEON? OR PHARMACEUTICAL? OR (-DRUG? OR MEDECINE) (N) SAMPLE?))
S5	31056	S2 (10N) S3
S6	2297	S4 AND S5

S7 2224 RD (unique items)
S8 28044 S2 (5N) S3
S9 2050 S4 (S) S8
S10 2056 S4 (10N) S8
S11 16 S10 AND ((ASSESS? OR MEASUR? OR QUANTIF? OR GAUG? OR CALC-
UL? OR DETERMIN? OR APPRAIS?) (3N) (RESPONSE? OR REACTION? OR
REACTING OR REACT OR REPLIES OR REPLY OR ANSWER?))

review all - No good.

~~FTERI~~

Temp SearchSave "TDDOCTE" stored
?show files; ds
File 15:ABI/Inform(R) 1971-2004/Mar 18
(c) 2004 ProQuest Info&Learning
File 16:Gale Group PROMT(R) 1990-2004/Mar 18
(c) 2004 The Gale Group
File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2004/Mar 18
(c) 2004 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2004/Mar 18
(c) 2004 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2004/Mar 18
(c) 2004 The Gale Group

Set	Items	Description
S1	657558	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	228926	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	7170	S1 (7N) S2
S4	239	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) - PRACTITIONER?) OR PHYSICIAN?)
S5	12620	(ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD- AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	9	S4 AND S5
S7	2140	S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? - OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8	479	S3 AND S5
S9	337	RD (unique items)
S10	63	S9 AND S7
S11	63	RD (unique items)
?		

3 58, 9-

68-58 — 16 —

?show files; ds
File 9:Business & Industry(R) Jul/1994-2004/Mar 17
(c) 2004 Resp. DB Svcs.
'File 20:Dialog Global Reporter 1997-2004/Mar 18
(c) 2004 The Dialog Corp.
File 623:Business Week 1985-2004/Mar 18
(c) 2004 The McGraw-Hill Companies Inc
File 624:McGraw-Hill Publications 1985-2004/Mar 18
(c) 2004 McGraw-Hill Co. Inc
File 636:Gale Group Newsletter DB(TM) 1987-2004/Mar 18
(c) 2004 The Gale Group
File 813:PR Newswire 1987-1999/Apr 30
(c) 1999 PR Newswire Association Inc

RECEIVED

Set Items Description
S1 474679 (CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) -
 (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2 172342 (PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXC-
 LUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR
 PLAN?)
S3 4034 S1 (7N) S2
S4 52 S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) -
 PRACTITIONER?) OR PHYSICIAN?)
S5 7380 (ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD-
 AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI?
 OR REVIS?) (3N) S2
S6 3 S4 AND S5
S7 940 S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? -
 OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8 168 S3 AND S5
S9 162 RD (unique items)
~~S10~~ 39 S9 AND S7
~~S11~~ 39 RD (unique items)
?t s1i/free,k/i-39

11/K/1 (Item 1 from file: 9)
DIALOG(R) File 9:(c) 2004 Resp. DB Svcs. All rts. reserv.

4239758 Supplier Number: 112911098 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**HOUSE SPECIALS; SPECIALTY BEDDING MANUFACTURERS ARE HAVING SUCCESS WITH NEW
DESIGNS AND TECHNICAL INNOVATIONS, AS WELL AS WIDER PLACEMENT.**
January 26, 2004
WORD COUNT: 1142

INDUSTRY NAMES: Home furnishings
PRODUCT NAMES: Housefurnishings, except curtains and draperies (239200)
CONCEPT TERMS: All market information; All product and service information
; New process; Trends
GEOGRAPHIC NAMES: North America (NOAX); United States (USA)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...frames, according to Larry Klein, director of sales. Bedding accessories, such as pillows, have also gained in popularity.

"We expect even more growth due to *increasing* demand for *specialty* bedding, new product launches *planned* for 2004 and aggressive *marketing* *plans*,," he said. "Natura's wide assortment of proven products has led us into more of the top 100 North American retailers. Our *customers* are looking for ways to spice up their lagging conventional bed sales. Another key selling point is our controlled distribution strategy."

Klein said he expects...

11/K/2. (Item 2 from file: 9)

DIALOG(R)File 9:(c) 2004 Resp. DB Svcs. All rts. reserv.

4062011 Supplier Number: 104259239
New company formed. (Industry News).
June 2003
WORD COUNT: 67

COMPANY NAMES: SOLAE CO
INDUSTRY NAMES: Pharmaceutical
PRODUCT NAMES: Nutritional supplements (283483)
CONCEPT TERMS: All company; New company
GEOGRAPHIC NAMES: North America (NOAX); United States (USA)

TEXT:

The Solae Company, St. Louis, MO, recently debuted as a developer and *marketer* of branded, *plant*-based *specialty* food, feed and industrial ingredients. Initially, global revenues of The Solae Company are expected to exceed \$800 million annually, maintaining an arsenal of 1000 products and 3000 *customers* worldwide. The Solae Company will focus on growing the global business in *plant*-based *specialty* food ingredients, initially *addressing* soy protein and lecithin. ...

11/K/3 (Item 3 from file: 9)
DIALOG(R)File 9:(c) 2004 Resp. DB Svcs. All rts. reserv.

2633320 Supplier Number: 02633320 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Licensed to sell
October 1999
WORD COUNT: 1647

COMPANY NAMES: AER RIANTA INTERNATIONAL (AER RIANTA); CYPRUS AIRWAYS DUTY FREE SHOPS
INDUSTRY NAMES: Retailing non-food
PRODUCT NAMES: Gift, novelty, and souvenir shops (594700)
CONCEPT TERMS: All company; All market information; Capacity; Corporate strategy; Marketing campaign; Sales
GEOGRAPHIC NAMES: Cyprus (CYP); Norway (NOR); Scandinavia (SCAX); Switzerland (SWI); Western Europe (WEEX)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...have been attracted to the routes because of the shopping allure. Holiday-makers and particularly tourists on one-day excursions are the best duty-free *consumers*. "As a result of what has happened, duty-free will move up the *list* of *marketing* *priorities*, " he *adds*. "We will use it to enhance the entire package. We were never in the huge volume business compared with other ferry services when duty-free...

11/K/4 (Item 4 from file: 9)
DIALOG(R)File 9:(c) 2004 Resp. DB Svcs. All rts. reserv.

2337922 Supplier Number: 02337922 (USE FORMAT 7 OR 9 FOR FULLTEXT)
AT&T To Form Joint Ventures With Five Cable Operators
January 08, 1999
WORD COUNT: 623

COMPANY NAMES: AT&T CORP; BRESMAN COMMUNICATIONS; FALCON CABLE SYSTEMS CO; INSIGHT COMMUNICATIONS CORP; INTERMEDIA PARTNERS; PEAK CABLEVISION; TELE-COMMUNICATIONS INC
INDUSTRY NAMES: Broadcasting; Entertainment; Information industry; Telecom services; Telecommunications
PRODUCT NAMES: Telephone communications, except radiotelephone (481300); Cable television (CATV) systems operators (484020)
CONCEPT TERMS: All company; All market information; Capacity; Corporate

strategy; Joint venture; Mergers & acquisitions
GEOGRAPHIC NAMES: North America (NOAX); United States (USA)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...in the UK, Newsbytes notes. Late last year saw a new company, Localtel, start to offer local loop services at a discount, across BT lines. *Plans* *call* for a *variety* of *specialist* firms to offer advanced services across BT circuits -- paying BT a line rental in the process -- to UK *customers* later this year.

Back in the US, meanwhile, Armstrong said that the joint ventures are pursuing a facilities-based approach that will allow the company...

11/K/5 (Item 5 from file: 9)
DIALOG(R)File 9:(c) 2004 Resp. DB Svcs. All rts. reserv.

1963278 Supplier Number: 01963278 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Heinz Stirs Account-Specific Pot
October 1997
WORD COUNT: 525

COMPANY NAMES: HEINZ USA (HEINZ (HJ) CO)
INDUSTRY NAMES: Food
PRODUCT NAMES: Food and kindred products (200000)
CONCEPT TERMS: All company; Corporate strategy
MARKETING TERMS: All product marketing
GEOGRAPHIC NAMES: North America (NOAX); United States (USA)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

...in the store. As far as account specific marketing is concerned, Trumbull describes it as "the process of working strategically with individual accounts to develop *unique* *marketing* merchandising *plans* ..." The article provides *additional* information on the marketing strategies at Heinz USA.
...

TEXT:

...customers that are committed to that effort," he said.

Heinz defines account-specific marketing as "the process of working strategically with individual accounts to develop *unique* *marketing* merchandising *plans*, *increase* *consumer* demands for Heinz categories and our products," he said.

"We need to see that our categories and products benefit in terms of consumption," he said...

11/K/6 (Item 6 from file: 9)
DIALOG(R)File 9:(c) 2004 Resp. DB Svcs. All rts. reserv.

1943603 Supplier Number: 01943603 (USE FORMAT 7 OR 9 FOR FULLTEXT)
AMERITECH'S CLEARPATH OFFERS CELLULAR EXTRAS
September 15, 1997
WORD COUNT: 375

COMPANY NAMES: AMERITECH CORP; QUALCOMM PERSONAL ELECTRONICS
INDUSTRY NAMES: Mobile communications; Telecom equipment; Telecom services ; Telecommunications
PRODUCT NAMES: Cellular phones (366308); Cellular telephone services (481218)
CONCEPT TERMS: All product and service information; Product introduction

GEOGRAPHIC NAMES: North America (NOAX); United States (USA)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...two-way radio access and messaging on one phone.

Meanwhile, Ameritech has already launched a radio and television advertising campaign to promote digital service. Grossman *added* it's *planning* some *special* *marketing* promotions to get analog cellular *customers* to pick up digital cellular phones.

...

11/K/7 (Item 7 from file: 9)

DIALOG(R)File 9:(c) 2004 Resp. DB Svcs. All rts. reserv.

1937923 Supplier Number: 01937923 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Video *Specialty* Stores *Marketing* *Plans* for 1997

August 31, 1997

WORD COUNT: 70

SPECIAL FEATURES: Table

INDUSTRY NAMES: Entertainment

PRODUCT NAMES: Video tape rental (784000)

CONCEPT TERMS: All company; All market information; Corporate strategy; Marketing campaign

MARKETING TERMS: All campaign; All product marketing; General campaign; Sales promotion

GEOGRAPHIC NAMES: North America (NOAX); United States (USA)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Video *Specialty* Stores *Marketing* *Plans* for 1997

TEXT:

photo omitted

Video *Specialty* Stores *Marketing* *Plans* for *Increasing* Video Rentals in 1997 (Multiple Response)

Better *Customer* Service	45%
---------------------------	-----

Better Pricing	14%
----------------	-----

Expanded Advertising	30%
----------------------	-----

Increased Promotions	45%
----------------------	-----

Source: Video Store Magazine's 1997 Retailer Survey

photo omitted

Video *Specialty* Stores *Marketing* *Plans* for *Increasing*

Sellthrough Sales in 1997 (Multiple Response)

Better *Customer* Service	14%
---------------------------	-----

Better Pricing	16%
----------------	-----

Expanded Advertising	15%
----------------------	-----

Increased Promotions	19%
----------------------	-----

Source: Video Store Magazine's 1997 Retailer Survey

...

11/K/8 (Item 1 from file: 20)

DIALOG(R)File 20:(c) 2004 The Dialog Corp. All rts. reserv.

32756176 (USE FORMAT 7 OR 9 FOR FULLTEXT)

ECNext Adds Spectrem Group To *List* of *Specialized* *Market* Research Clients; Will Build, Manage and Market Spectrem's Online Channel for Sale of In-Depth Business Information

December 10, 2003

WORD COUNT: 550

DESCRIPTORS: Company News; Divestment; Mergers & Acquisitions; Strategy

COUNTRY NAMES/CODES: United States of America (US)

REGIONS: Americas; North America

PROVINCE/STATE: Ohio

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ECNext Adds Spectrem Group To *List* of *Specialized* *Market* Research Clients; Will Build, Manage and Market Spectrem's Online Channel for Sale of In-Depth Business Information

ECNext continues to *increase* its *list* of *clients* who *specialize* in providing high-value business information targeted to unique vertical markets. Spectrem Group joins a growing list of innovative knowledge-based firms who are thought...

... to concentrate on their specific business expertise while we help them to create, market and manage their Web sales channel."

Spectrem Group joins a growing *list* of *specialized* firms from a *variety* of industries recently enlisting the help of ECNext, such as Knowledge Source and Trimark, in the healthcare industry, Kline and Company, in the chemical industry...

11/K/9 (Item 2 from file: 20)

DIALOG(R) File 20:(c) 2004 The Dialog Corp. All rts. reserv.

30171472 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The Planet Rolls Out Business Migration Program for Enterprise Customers
July 16, 2003

WORD COUNT: 468

DESCRIPTORS: Company News

PROVINCE/STATE: Texas

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... re prepared to invest our dollars upfront because it's clear that our BMP will offer qualified customers an instantaneous return on their investment." Crosby *added* that The *Planet* is presently working on *additional* *unique* *marketing* programs *scheduled* for launch later this summer and early fall.

The Planet Internet Services, Inc., a leading provider of managed hosting and value-added data center services...

11/K/10 (Item 3 from file: 20)

DIALOG(R) File 20:(c) 2004 The Dialog Corp. All rts. reserv.

30056773

Merge eFilm Signs Definitive Agreement to Acquire RIS Logic

July 09, 2003

WORD COUNT: 830

COMPANY NAMES: Securities & Exchange Commission US

DESCRIPTORS: Company News; General News; Health & Healthcare; Human Resources & Employment; Interim Results; Marketing; Meetings; Mergers & Acquisitions; New Products & Services; Production; Regulation of Business; Results; Share Option Schemes; Share Structure; Strategy

COUNTRY NAMES/CODES: Canada (CA) ; United States of America (US)

REGIONS: Americas; North America

PROVINCE/STATE: Ohio; Wisconsin

SIC CODES/DESCRIPTIONS: 7372 (Prepackaged Software); 7371 (Computer Programming Services); 8010 (Offices & Clinics of Medical Doctors); 2711 (Newspapers); 8100 (Legal Services); 8000 (Health Services)

NAICS CODES/DESCRIPTIONS: 621 (Ambulatory Health Care Services); 54151

(Computer Systems Design & Related Services); 62 (Health Care & Social Assistance); 51 (Information); 62111 (Offices of Physicians); 621111 (Offices of Physicians exc Mental Health); 541 (Professional Scientific & Technical Services); 511 (Publishing Industries); 51121 (Software Publishers)

... We anticipate closing the acquisition of RIS Logic in July and providing an update to our 2003 financial guidance during the second quarter earnings conference *call* *scheduled* for July 30th. *Additionally*, we *plan* to hold a *special* investors' conference call on Thursday, July 10, 2003 at 9:00 a.m. Central Time to discuss the acquisition and answer investor questions." Information about...

... United States. RIS Logic's strength lies in its ability to automate, integrate and replicate optimal workflow of a radiology practice. RIS Logic CS allows *clients* to realize substantial improvements in productivity and cash flow by integrating information and automating workflow related to scheduling, report turnaround, billing, claims processing, and other...

... in a practice. Additionally, the practice can uncover ways to reduce bottlenecks, maximize profits and increase revenue through practice analysis tools. RIS Logic has a *client* base with over 200 sites. For more information or a product tour visit www.rislogic.com . Except for the historical information herein, the matters discussed...

... continuing product demand, the impact of competitive products and pricing, changing economic conditions, credit and payment risks associated with end-user sales, dependence on major *customers*, dependence on key personnel, and other risk factors detailed in filings with the Securities and Exchange Commission. The Company undertakes no obligation to publicly release...

11/K/11 (Item 4 from file: 20)
DIALOG(R) File 20:(c) 2004 The Dialog Corp. All rts. reserv.

23188163 (USE FORMAT 7 OR 9 FOR FULLTEXT)
J&C Nationwide, Inc. Offers Retained Physician Search
June 05, 2002
WORD COUNT: 484

DESCRIPTORS: Strategy; Company News; Government News; Appointments; General News; Contracts & New Orders; Human Resources & Employment; Health & Healthcare

COUNTRY NAMES/CODES: United States of America (US)

REGIONS: Americas; North America; Pacific Rim

PROVINCE/STATE: Utah; North_Carolina; Georgia; Alabama; Florida

SIC CODES/DESCRIPTIONS: 8071 (Medical Laboratories); 8060 (Hospitals); 8062 (General Medical & Surgical Hospitals); 9431 (Administration of Public Health Programs); 7361 (Employment Agencies); 8010 (Offices & Clinics of Medical Doctors)

NAICS CODES/DESCRIPTIONS: 621511 (Medical Laboratories); 622 (Hospitals); 62211 (General Medical & Surgical Hospitals); 92312 (Admin of Public Health Programs); 56131 (Employment Placement Agencies); 621111 (Offices of Physicians exc Mental Health)

...Ann Trelles has been promoted to J&C Nationwide, Inc.'s Director of Retained Search. For nearly eight years, she has served the firm in *various* capacities: *marketing*, recruiting, *scheduling*, and as a locum tenens *specialty* team leader. Prior to joining J&C Nationwide, Inc., Trelles worked for three years in clinical reference laboratory sales. She sold to physicians, hospitals, and...

...medical equipment to hospitals, private practices and outpatient surgery centers in Central Georgia. "The challenge in starting this division of the company is to convince *clients* that we offer an improved, more cost-effective version of retained search," Lee Ann Trelles mentioned. "Initial responses indicate that *clients* are eager to look at fresh

staffing options to meet their physician development objectives." About J&C Nationwide, Inc. J&C Nationwide, Inc. is the...

... organizations of all sizes. Headquartered in Atlanta, the firm has regional offices in Durham, NC and Salt Lake City, UT to better serve its expanding *clientele*. The company's mission is to provide cost-effective staffing solutions to health care employers, and to place top-notch providers in appealing employment situations...

11/K/12 (Item 5 from file: 20)
DIALOG(R)File 20:(c) 2004 The Dialog Corp. All rts. reserv.

15497602 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Silicon Summit Technologies Adds New Order and Liquidity Sources to its FixConnect ASP Service
March 07, 2001
WORD COUNT: 344

DESCRIPTORS: Service & Product Use; Company News; Contracts & New Orders
COUNTRY NAMES/CODES: United States of America (US)
REGIONS: Americas; North America; Pacific Rim
PROVINCE/STATE: California
SIC CODES/DESCRIPTIONS: 6231 (Security & Commodity Exchanges)
NAICS CODES/DESCRIPTIONS: 52321 (Securities & Commodity Exchanges)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... siliconsummit.com.
Elephant eXpress is a revolutionary Alternative Trading System (ATS) providing institutions, brokers and their customers cost effective, real-time electronic trading with a *special* focus on the *Listed* *Market*.
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...

11/K/13 (Item 6 from file: 20)
DIALOG(R)File 20:(c) 2004 The Dialog Corp. All rts. reserv.

14665651
WorldWide Media updates gift data
August 28, 2000
WORD COUNT: 188

DESCRIPTORS: Company News; Production
COUNTRY NAMES/CODES: United Kingdom (GB)
REGIONS: Europe; European Union; Western Europe
SIC CODES/DESCRIPTIONS: 6730 (Trusts); 7331 (Direct Mail Advertising Services)
NAICS CODES/DESCRIPTIONS: 81321 (Grantmaking & Giving Services); 54186 (Direct Mail Advertising)

WorldWide Media Group has *updated* the Kensington *Specialists* Corporate Gift *Buyers* *list* and The *Marketing* Guild file. The 100 per cent direct mail-generated list from Kensington Specialists corporate Gift *Buyers* has now grown to 12,403 *buyers*. Kensington Specialists sells a wide range of imprinted pens and diaries via direct mail and *buyers* are said to be targets for all types of business propositions, including office supplies, financial services, publications, seminars, business product catalogues and self-improvement offers...

... both commercial and non-profit led organisations. The database is split by delegates at member organisations, 6,538 at GBP145 per 1,000, lapsed individual *buyers*, 4,515 at GBP160 per 1,000 and other delegates and *buyers*, 11,441 at GBP140 per 1,000. Selections include job title,

postcode, gender, recency and industry type at GBP10 per 1,000. Minimum order is...

11/K/14 (Item 7 from file: 20)

DIALOG(R)File 20:(c) 2004 The Dialog Corp. All rts. reserv.

13310692 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Naviant Expands Its *Specialty* *Lists* Offering; *Marketers* Can Now Target Entertainment and Media Buyers, Financial Investors, and Financial Credit Seekers Using Pre-Defined Segmentation

October 16, 2000

WORD COUNT: 617

DESCRIPTORS: Company News

COUNTRY NAMES/CODES: United States of America (US)

REGIONS: Americas; North America; Pacific Rim

PROVINCE/STATE: Louisiana

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Naviant Expands Its *Specialty* *Lists* Offering; *Marketers* Can Now Target Entertainment and Media Buyers, Financial Investors, and Financial Credit Seekers Using Pre-Defined Segmentation

... based provider of precision marketing tools and integration methodology that enable marketers to identify, target, reach, and build relationships with online consumers, today announced the *addition* of three new *Specialty* *Lists* sourced from its High Tech Household (HTHH) Masterfile of over 29 million active online households.

Naviant's suite of Specialty Lists provides advanced targeting of...

These *Specialty* *Lists* are in *addition* to the six announced earlier this year: Affluent Heavy Spending Families, Active Web-Savvy Seniors, Early Adopters, High-Tech Mail Order *Buyers*, Active Sports Enthusiasts, and Seasoned Travelers.

Naviant's Specialty Lists are derived from the Naviant Masterfile and further refined with specific lifestyle, financial and expenditure...

... users with the highest propensity to purchase their products or services," said Cate Mumford, director, Offline Products for Naviant. "Our growing number of pre-profiled *Specialty* *Lists* provide *marketers* with a way to reach the right prospects with the demographics and lifestyle behaviors they are looking to target."

A pre-profiled list for marketers...

11/K/15 (Item 8 from file: 20)

DIALOG(R)File 20:(c) 2004 The Dialog Corp. All rts. reserv.

12229226 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Planar Systems, Inc. Inks Agreement for Off-Shore Manufacturing, Access to New Capabilities; Agreement with Truly Semiconductors Ltd. Expands Market Opportunities

August 03, 2000

WORD COUNT: 754

COMPANY NAMES: Planar Systems Inc

DESCRIPTORS: Company News

COUNTRY NAMES/CODES: China (CN) ; Hong Kong (HK) ; United States of America (US)

REGIONS: Asia; Far East; Americas; North America; Pacific Rim

SIC CODES/DESCRIPTIONS: 6719 (Holding Companies NEC); 3674 (Semiconductors & Related Devices)

NAICS CODES/DESCRIPTIONS: 551112 (Offices of Other Holding Companies);

334413 (Semiconductor & Related Device Mfg)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... economically feasible in the past. In the future, other Planar display modules could be assembled at the Truly facility, according to Krishnamurthy.

The agreement also *increases* *market* opportunities, as *Planar* will become an *exclusive* distributor of Truly's LCD products in medical, industrial and transportation markets in North America. Truly has capabilities in TN and STN liquid crystal displays that will allow Planar to expand the range of technology available to existing *customers* as well as to potentially enter selected new markets.

"Our relationship with Planar is very strategic as Truly's products will now have an excellent...

11/K/16 (Item 9 from file: 20)

DIALOG(R)File 20:(c) 2004 The Dialog Corp. All rts. reserv.

11964832 (USE FORMAT 7 OR 9 FOR FULLTEXT)

A departure from the norm

July 01, 2000

WORD COUNT: 775

COUNTRY NAMES/CODES: Malaysia (MY)

REGIONS: Asia; South East Asia

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... shareholders and buyers, the project should be capable of being implemented in a short time, while maintaining long-term flexibility capable of reacting to a *changing* *market* and physical *planning* requirements.

What is *unique* about Mutiara Rini? First of all, the hexagon design of its layout plan, which is the predominant feature of the project. The hexagon has six...

11/K/17 (Item 10 from file: 20)

DIALOG(R)File 20:(c) 2004 The Dialog Corp. All rts. reserv.

11268098 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Global Network Retains Ryder Communications as Public Relations Counsel

May 30, 2000

WORD COUNT: 385

DESCRIPTORS: Company News; Marketing

COUNTRY NAMES/CODES: United States of America (US)

REGIONS: Americas; North America; Pacific Rim

PROVINCE/STATE: New York

SIC CODES/DESCRIPTIONS: 7372 (Prepackaged Software); 7311 (Advertising Agencies)

NAICS CODES/DESCRIPTIONS: 51121 (Software Publishers); 54181 (Advertising Agencies)

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... pleased to have as our public relations counsel an agency with such substantial experience and national contacts in both traditional and new media."

"GNI's *unique* business and strategic *marketing* *plan* represents an exciting *addition* to our *client* list," said President Ellen Ryder, "and we're eager to get their story out to our premiere print and broadcast media contacts." She also noted...

11/K/18 (Item 1 from file: 636)

DIALOG(R)File 636:(c) 2004 The Gale Group. All rts. reserv.

04758001 Supplier Number: 64424570 (USE FORMAT 7 FOR FULLTEXT)

VENDOR FORUM STRATEGY SHIFTS?

July 31, 2000

Word Count: 580

PUBLISHER NAME: Euromoney Institutional Investor PLC

INDUSTRY NAMES: BANK (Banking, Finance and Accounting); BUSN (Any type of business)

... said, adding that approximately 15,000 sponsors use the Direct Connect service.

BLACKROCK FUNDS: BUILD A SPECIALIZED PRODUCT

BlackRock Funds built a separate product that *specializes* in small and start-up *plans* because the firm believes that the small *plan* *market* has more focused needs. Michael Graci, manager-retirement ... plans that includes Internet access, voice response unit and quarterly statements. Graci explained that the small-market product stands apart because of its commitment to *customer* service. Each small or start-up plan is assigned a retirement specialist that sells and services the account, Graci said, *adding* that the *specialist* covers education, *plan* design and consulting.

J.P MORGAN/AMERICAN CENTURY INVESTMENTS: EXPAND BRAND NAME

Dave Mathwig, director of product development said that J.P. Morgan/American Century...small plan marketing strategy. Feller noted that the firm's strategy consists of monthly newsletters and networking through face-to-face meetings and conferences. He *added* that the firm *specializes* in the small *plan* *market*, providing recordkeeping and administrative services to roughly 400 plan sponsors, all of them with 500 employees or fewer. Feller said that based on his experience...

11/K/19 (Item 2 from file: 636)

DIALOG(R)File 636:(c) 2004 The Gale Group. All rts. reserv.

04412350 Supplier Number: 55544909 (USE FORMAT 7 FOR FULLTEXT)

UNITEDHEALTHCARE: UnitedHealthcare's profiles help physicians improve quality of care to members.

August 23, 1999

Word Count: 811

PUBLISHER NAME: M2 Communications

INDUSTRY NAMES: BUSN (Any type of business); INTL (Business, International)

... He says the program is young and doctors deserve time to assimilate the information they're getting.

"Our goal is to start a conversation that *leads* to improved care," Newcomer says. "In some cases, a doctor may determine that the recommended treatment is not appropriate for a particular patient. We want..."

...profiles in 1998, about 20,000 doctors received reports. That number more than doubled in the latest printing and UnitedHealthcare says it intends to continue *adding* more *plans* and more medical *specialties* with each distribution. *Plans* *call* for printing profiles twice each year, with the next run scheduled sometime this fall.

UnitedHealthcare (www.unitedhealthcare.com) is a business unit of UnitedHealth Group...

11/K/20 (Item 3 from file: 636)

DIALOG(R)File 636:(c) 2004 The Gale Group. All rts. reserv.

04159727 Supplier Number: 54506919 (USE FORMAT 7 FOR FULLTEXT)

Bolder Technology Expands Marketing.

April, 1999

Word Count: 253

PUBLISHER NAME: Business Communications Company, Inc.

COMPANY NAMES: *BOLDER Technologies Corp.

EVENT NAMES: *336 (Product introduction)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *3691500 (Rechargeable Batteries)
INDUSTRY NAMES: BUSN (Any type of business); ENG (Engineering and Manufacturing)
NAICS CODES: 335911 (Storage Battery Manufacturing)

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...that provides services for several Fortune 500 companies." The company also expects to expand its market to emergency vehicle service and repair professionals, and attract *consumers* who will supply themselves with individual, lightweight, portable emergency jump start units. "Since achieving volume production capabilities in the latter part of 1998, we have...

...grow slowly during the first half of 1999 and accelerate during the second half. "Every month, we are generating interest from increasing numbers of potential *customers* and shipping larger quantities of products, primarily for samples, he says. "We have also received a few small orders for marine and motorsports engine starting, a *market* that we *plan* to *address* with *specialized* products within the next few years."

11/K/21 (Item 4 from file: 636)
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04101098 Supplier Number: 53951244 (USE FORMAT 7 FOR FULLTEXT)

Y2K Management: Getting Everyone in the Y2K Loop - From Your CEO to Your Vendors.

Feb 22, 1999

Word Count: 767

PUBLISHER NAME: Phillips Business Information, Inc.

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business)

... CEO.

Reed Elsevier also is forming hub-and-spoke command centers staffed around-the-clock by technical, operations and business personnel to help diagnose and *prioritize* simultaneous Y2K problems.

Our communications *plan* *calls* for *updating* our *customers*, employees and business partners proactively with pertinent elements of the contingency plan.

We want customers, especially, to feel confident and comfortable about our level of...

11/K/22 (Item 5 from file: 636)
DIALOG(R)File 636:(c) 2004 The Gale Group. All rts. reserv.

04068761 Supplier Number: 53547961 (USE FORMAT 7 FOR FULLTEXT)

AT&T To Form Joint Ventures With Five Cable Operators 01/08/99.

Jan 8, 1999

Word Count: 637

PUBLISHER NAME: Newsbytes News Network

INDUSTRY NAMES: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC (Telecommunications)

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...plans to form JVs with five Tele- Communications Inc. (TCI) affiliates. The idea behind the JVs, officials say, is to offer advanced communications services to *customers* in the TCI affiliate areas concerned. The TCI areas include those of Bresnan Communications, Falcon Cable TV, Insight Communications, InterMedia Partners and Peak Cablevision. Plans...

...in the UK, Newsbytes notes. Late last year saw a new company, Localtel, start to offer local loop services at a discount, across BT lines. *Plans* *call* for a *variety* of *specialist* firms to offer advanced services across BT circuits -- paying BT a line rental in the process -- to UK

customers later this year. Back in the US, meanwhile, Armstrong said that the joint ventures are pursuing a facilities-based approach that will allow the company to deliver on its commitment to provide all-distance telephony service to its *customers*. Under the deals proposed today, AT&T says it expects to own between 51 percent and 65 percent of each of these joint ventures, and...

...end of the year 2000. According to AT&T, the telephony JV, in each case, will bear the cost of adding communications equipment when a *customer* signs up for service. AT&T says it estimates those costs will eventually range from \$300 to \$500 per home, depending on whether the *customer* already subscribes to the cable operator's digital video service. Plans call for each telephony JV will report to Leo Hindery, Jr., the current president...

11/K/23 (Item 6 from file: 636)
DIALOG(R)File 636:(c) 2004 The Gale Group. All rts. reserv.

03808469 Supplier Number: 48261378 (USE FORMAT 7 FOR FULLTEXT)
Sun Sets on BT's Telecom Empire
Feb 1, 1998
Word Count: 1167
PUBLISHER NAME: Jupiter Communications
COMPANY NAMES: *British Telecommunications PLC
EVENT NAMES: *220 (Strategy & planning)
GEOGRAPHIC NAMES: *4EUUK (United Kingdom)
PRODUCT NAMES: *4810000 (Telecommunication Services ex Broadcast)
INDUSTRY NAMES: BUSN (Any type of business); CMPT (Computers and Office Automation)
NAICS CODES: 5133 (Telecommunications)

... presence. This allows BT to offer a very efficient service with the shortest delays and the fewest busy signals possible.

BT often offers its telephone *customers* *special* incentive *plans*, yielding *additional* network discounts. These *plans* are a *marketing* incentive aimed at slowing down the number of *customers*-especially *consumers*-who are switching to the cable-based services.

Online with LineOne
BT, in association with News Corp., has launched LineOne, an Internet-based online service...

11/K/24 (Item 7 from file: 636)
DIALOG(R)File 636:(c) 2004 The Gale Group. All rts. reserv.

03119888 Supplier Number: 46380545 (USE FORMAT 7 FOR FULLTEXT)
BILLING: AT&T ANNOUNCES PLAN TO BILL CUSTOMERS DIRECTLY
May 13, 1996
Word Count: 392
PUBLISHER NAME: EDGE Publishing
COMPANY NAMES: *American Tel & Tel
EVENT NAMES: *240 (Marketing procedures)
GEOGRAPHIC NAMES: *1U9CA (California)
PRODUCT NAMES: *4811000 (Telephone Service)
INDUSTRY NAMES: BUSN (Any type of business); TELC (Telecommunications)
NAICS CODES: 51331 (Wired Telecommunications Carriers)

... to offer local service in the state as early as mid-summer this year.

"The new, easy-to-read AT&T bill provides our residential *customers* with details on monthly savings under *various* AT&T *calling* *plans*, timely news on *special* offers and tips to save money on future calls," said Michael Antieri, AT&T president - Pacific States. "As well, with the new AT&T bill, we will be able to introduce new services to *customers* more quickly than we've been able to before."

The new AT&T bill includes the following *special* features:

- * Savings from *calling* *plans* are detailed on the first page, so customers can see immediately how much money they saved that month.
- * Information and messages based on customers' calling patterns and the kinds of calls they place, to make it easier to choose the best *calling* *plan*.
- * Timely news on *special* offers, products and services.
- * The option of receiving the bill in Spanish, for customers who prefer it.
- * The use of recycled paper, printed on both...

11/K/25 (Item 8 from file: 636)
 DIALOG(R) File 636: (c) 2004 The Gale Group. All rts. reserv.

02683311 Supplier Number: 45442465 (USE FORMAT 7 FOR FULLTEXT)
Marketing To Asians
 April, 1995
 Word Count: 349
 PUBLISHER NAME: EPM Communications, Inc.
 INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business)

(USE FORMAT 7 FOR FULLTEXT)
TEXT:
 Asian Americans' *consumer* behavior is similar in some ways to that of non-Asians, but different enough in other ways to require *special* consideration in *marketing* *plans*. Differences among *various* groups of Asian Americans are also relevant, depending on country of origin, the length of time in the U.S., and other factors, according to...

11/K/26 (Item 9 from file: 636)
 DIALOG(R) File 636: (c) 2004 The Gale Group. All rts. reserv.

01929174 Supplier Number: 43387451 (USE FORMAT 7 FOR FULLTEXT)
AT&T INTRODUCES *SPECIAL* COUNTRY *CALLING* *PLAN*
 Oct 20, 1992
 Word Count: 183
 PUBLISHER NAME: United Communications Group
 INDUSTRY NAMES: BUSN (Any type of business); TELC (Telecommunications)

(USE FORMAT 7 FOR FULLTEXT)
AT&T INTRODUCES *SPECIAL* COUNTRY *CALLING* *PLAN*
TEXT:
 AT&T Monday announced a new international *calling* *plan*, the AT&T *Special* Country *Plan*, which provides consumers with a significant new discount on direct-dialed international calls.
 ... basic rates on every direct-dialed call a consumer makes from the United States to the country he or she chooses.
 With the AT&T *Special* Country *Plan*, *consumers* also can *change* to a different country at no charge as often as once in any 30-day period, and get the 15% discount on calls to every number there.
 Consumers who subscribe to AT&T's Reach Out America domestic *calling* plans also realize savings with the AT&T *Special* Country *Plan*. In *addition* to savings on state-to-state long-distance calls, they get 15% off direct-dialed international calls made to the special country they select, and...

11/K/27 (Item 10 from file: 636)
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01635025 Supplier Number: 42531864 (USE FORMAT 7 FOR FULLTEXT)
AT&T, RIVALS SHIFT TACTICS TO SERVE EVOLVING RESIDENTIAL MARKET
 Nov 18, 1991
 Word Count: 868
 PUBLISHER NAME: Telecom Publishing Group

INDUSTRY NAMES: BUSN (Any type of business); TELC (Telecommunications)

... confusion over calling plans by automatically enrolling new customers in a savings plan, such as Sprint Plus, which offers volume discounts on interstate calls.

In *addition*, under Sprint's *Priority* *calling* *plan*, the company periodically reviews *customers' bills and recommends the best plan based on users' changing calling patterns.

Sprint said it also offers a single plan that combines discounts for inter...

11/K/28 (Item 1 from file: 813)

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1446343 CGTU024

BOLDER Technologies Reports Progress On Developing New End-Use Products and OEM Design Wins

DATE: March 30, 1999

WORD COUNT: 684

COMPANY NAME: BOLDER TECHNOLOGIES CORPORATION
TICKER SYMBOL: BOLD (NDQ)
PRODUCT: COMPUTER, ELECTRONICS (CPR)
STATE: COLORADO (CO)
SECTION HEADING: BUSINESS; TECHNOLOGY

... slowly during the first half of 1999 and accelerate during the second half. Every month, we are generating interest from increasing numbers of potential new *customers* and shipping larger quantities of products, primarily for samples. We have also received a few small orders for marine and motorsports engine starting, a *market* that we *plan* to *address* with *specialized* products within the next few years.

"Overall, we are pleased with the progress we have made during this critical market adoption phase. The level of..."

11/K/29 (Item 2 from file: 813)

DIALOG(R) File 813:(c) 1999 PR Newswire Association Inc. All rts. reserv.

1113842 LAW070

Herbert J. Paine Named President and Chief Executive Officer of Make-A-Wish Foundation(R) of America

DATE: June 18, 1997

WORD COUNT: 547

COMPANY NAME: MAKE-A-WISH FOUNDATION(R) OF AMERICA
DESCRIPTORS: PERSONNEL ANNOUNCEMENTS (PER)
STATE: ARIZONA (AZ)
SECTION HEADING: BUSINESS; PHOTO

... association of more than 40 affiliates around a unified strategic planning, marketing, and legislative advocacy agenda.

As founder of Paine Consulting Services in 1989, he *specialized* in organizational *change*, strategic *planning* and *marketing* services for a diversified *clientele* from the public and private sectors. As a senior consultant with The Center for Corporate Community Relations at Boston College, he consulted with and trained...

11/K/30 (Item 3 from file: 813)

DIALOG(R) File 813:(c) 1999 PR Newswire Association Inc. All rts. reserv.

1097969

DCMW001

AMS Announces Practice to Help Companies Broaden Business Operations

DATE: May 14, 1997

WORD COUNT: 558

COMPANY NAME: AMERICAN MANAGEMENT SYSTEMS
TICKER SYMBOL: AMSY
PRODUCT: OIL, ENERGY (OIL)
DESCRIPTORS: NEW PRODUCTS & SERVICES (PDT)
STATE: VIRGINIA (VA)
SECTION HEADING: BUSINESS

... telecommunications companies and gas and electric utilities introduce business operations for new products and services.

In the current deregulatory climate, Business Launch Services enables AMS *clients* to successfully develop and sustain new ventures in an *increasingly* competitive marketplace. These *specialized* capabilities include defining business *plans*, analyzing *market* opportunities and competitive issues, assessing operational capabilities, attracting *customers* and developing strategies for continued growth.

"AMS Business Launch Services supports new start-up companies, non-traditional market entrants and established industry players launching new

...

11/K/31 (Item 4 from file: 813)
DIALOG(R) File 813:(c) 1999 PR Newswire Association Inc. All rts. reserv.

0675600 NY063

SPECTRAN REPORTS RECORD FOURTH QUARTER YEAR END OPERATING RESULTS; EXPECTS MORE COMPETITIVE ENVIRONMENT IN 1994

DATE: February 11, 1994

WORD COUNT: 723

COMPANY NAME: SPECTRAN CORPORATION
TICKER SYMBOL: SPTR (NMS)
PRODUCT: TELECOMMUNICATIONS (TLS)
DESCRIPTORS: EARNINGS (ERN)
STATE: MASSACHUSETTS (MA)
SECTION HEADING: BUSINESS

...results later in the year.

"We plan to respond to this expected decline in sales by increasing sales of multimode fiber to both other existing *customers* and to new *customers*. As you are aware, in the past SpecTran produced primarily multimode fiber products. However, in late 1993 we broadened our product line through the introduction...

...allow us to expand our sales base through penetration of the growing U.S. datacommunication market and later in the year into selected international telecommunication *markets*. We also *plan* to *increase* *specialty* fiber product revenues in 1994 with the acquisition of two subsidiaries of Ensign-Bickford Industries, Inc. This acquisition will immediately add significantly to SpecTran revenues...

11/K/32 (Item 5 from file: 813)
DIALOG(R) File 813:(c) 1999 PR Newswire Association Inc. All rts. reserv.

0666535

FL006

NOBILITY HOMES, INC. ANNOUNCES FISCAL 1993 RESULTS

DATE: January 18, 1994

WORD COUNT: 591

COMPANY NAME: NOBILITY HOMES, INC.
TICKER SYMBOL: NOBH (NMS)
PRODUCT: CONSTRUCTION, BUILDING (CST)
DESCRIPTORS: EARNINGS (ERN)
STATE: FLORIDA (FL)
SECTION HEADING: BUSINESS

...Florida. With the growing number of exclusive Nobility dealers in the state and continued low interest rates, Nobility is reaching more of the family market *buyers*. Management's *plans* *call* for *additional* emphasis on *exclusive* dealer locations in other areas of Florida. Business continues to look strong for fiscal 1994 based on the current economy, improving *consumer* confidence and further expansion of our exclusive dealer network. The sale of the Company's idle manufacturing plant located in North Carolina was completed subsequent...

11/K/33 (Item 6 from file: 813)
DIALOG(R)File 813:(c) 1999 PR Newswire Association Inc. All rts. reserv.

0649025 FL007

NOBILITY HOMES, INC. ANNOUNCES OUTSTANDING FOURTH QUARTER AND YEAR END SALES AND PROPOSED ACQUISITION

DATE: November 9, 1993

WORD COUNT: 292

COMPANY NAME: NOBILITY HOMES, INC.
TICKER SYMBOL: NOBH (NDQ)
PRODUCT: CONSTRUCTION, BUILDING (CST)
DESCRIPTORS: EARNINGS (ERN)
STATE: FLORIDA (FL)
SECTION HEADING: BUSINESS

...homes. With the growing number of exclusive Nobility dealers in the state and continued low interest rates, Nobility is reaching more of the family market *buyers*. Management's *plans* *call* for *additional* emphasis on *exclusive* dealer locations in other areas of Florida. Business continues to look strong for the first quarter of fiscal 1994 based on the current economy, improving *consumer* confidence and further expansion of our exclusive dealer network."

11/K/34 (Item 7 from file: 813)
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0621111 FL006

NOBILITY HOMES, INC. ANNOUNCES AN 84 PERCENT INCREASE IN THIRD QUARTER SALES

DATE: August 9, 1993

WORD COUNT: 203

COMPANY NAME: NOBILITY HOMES, INC.
TICKER SYMBOL: NOBH (NDQ)
PRODUCT: CONSTRUCTION, BUILDING (CST)
STATE: FLORIDA (FL)
SECTION HEADING: BUSINESS

...our products. With a growing number of exclusive Nobility dealers in the state and continued low interest rates, we are reaching more of the family *market* *buyers*. Future *plans* *call* for *additional* emphasis on *exclusive* dealer locations in other areas of Florida.

"Business continues to look strong for the fourth quarter of the 1993 fiscal year and the company expects...

11/K/35 (Item 8 from file: 813)
DIALOG(R)File 813:(c) 1999 PR Newswire Association Inc. All rts. reserv.

0592570 FL013
NOBILITY HOMES, INC. ANNOUNCES A 102 PERCENT SALES GAIN IN SECOND QUARTER SALES

DATE: May 6, 1993

WORD COUNT: 197

COMPANY NAME: NOBILITY HOMES, INC.
TICKER SYMBOL: NOBH (NDQ)
PRODUCT: CONSTRUCTION, BUILDING (CST)
STATE: FLORIDA (FL)
SECTION HEADING: BUSINESS

...improving market in Florida for our products. With a growing number of exclusive Nobility dealers in the state, we are reaching more of the family *market* *buyers*. Future *plans* *call* for *additional* emphasis on *exclusive* dealer locations in other areas of Florida.

"Business continues to look strong for the third quarter of the 1993 fiscal year and the company expects...

11/K/36 (Item 9 from file: 813)
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0526988 FL009
AT&T ANNOUNCES MONEY SAVINGS 'SPECIAL* COUNTRY' *CALLING* *PLAN* FOR INTERNATIONAL *CALLS***

DATE: October 19, 1992

WORD COUNT: 353

COMPANY NAME: AT&T
PRODUCT: TELECOMMUNICATIONS (TLS)
DESCRIPTORS: NEW PRODUCTS & SERVICES (PDT)
STATE: FLORIDA (FL)
SECTION HEADING: BUSINESS; CITY

AT&T ANNOUNCES MONEY SAVINGS 'SPECIAL* COUNTRY' *CALLING* *PLAN* FOR INTERNATIONAL *CALLS***

Oct. 19 /PRNewswire/ -- Florida consumers will benefit from a new international *calling* *plan* AT&T announced today. The AT&T *Special* Country(sm) *Plan* provides consumers with a significant new discount on direct-dialed international calls.

Free of sign-up fees and monthly charges, the AT&T Special Country...

...is applied whenever the consumer makes a direct-dialed call to that country -- 24 hours a day, seven days a week.

With the AT&T *Special* Country *Plan*, *consumers* also can *change* to a different country at no charge as often as once in any 30-day period, and get the 15 percent discount on calls to every number there. *Consumers* can choose from the more than 200 countries and areas where AT&T provides direct-dialed international long-distance service.

"Consumers tell us they want...

...Hufnagel said.

Consumers who subscribe to AT&T Reach Out(R) America family of domestic calling plans also can realize savings with the AT&T *Special* Country *Plan*. In *addition* to savings on state-to-state long-distance calls, they get 15 percent off direct-dialed international calls made to the special country they select...

11/K/37 (Item 10 from file: 813)
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0372947 DC012

SPRINT INTRODUCES PRIORITY CUSTOMER PROGRAM OF AUTOMATIC DISCOUNTS, SPECIAL BONUSES FOR RESIDENTIAL MARKETPLACE

DATE: May 22, 1991

WORD COUNT: 1,059

COMPANY NAME: SPRINT
PRODUCT: TELECOMMUNICATIONS (TLS)
DESCRIPTORS: NEW PRODUCTS & SERVICES (PDT)
STATE: MISSOURI (MO)
SECTION HEADING: BUSINESS

...customers remain on the best calling plan available, frequent usage bonuses and automatic enrollment in Sprint's Caller's Plus Awards Program. All Sprint residential *calling* *plans* are covered by the *Priority* Program, including the Sprint PLUS family of products, the Sprint SELECT family of products and Sprint's international plan, SprintWORLD.

"PRIORITY is a new approach...

...services on the only nationwide, all-digital, all fiber-optic network.

SPRINT PRIORITY CUSTOMER PROGRAM FEATURES AND BENEFITS

Sprint Priority is designed to give all *customers* who spend over \$20 a month a whole new level of long distance service. Sprint Priority is a premiere *customer* service program that rewards *customers* with savings and bonuses in *addition* to *special* services. It covers ALL calling *plans*.

Sprint *Priority* includes:

- Significant savings on *special* *plans* under the Sprint *Priority* umbrella designed to meet *customer* calling needs
- Bonuses for frequent usage, including holiday coupons
- No minimums, requirements, restrictions or limits
- Frequent review to ensure the customer is on the right *calling* *plan* for their *calling* pattern
- *Special* customer service number exclusively for Priority customers: 800-877-4020

- Automatic enrollment in Callers' Plus for customer rewards such as free long distance, merchandise and travel discounts
- Sprint Plus is the premium *calling* *plan* under the Sprint *Priority* umbrella. Callers on Sprint Select, Sprint World and FONCARD also are eligible for the Sprint Priority program, if they spend \$20 or more a month

SPRINT PLUS PRICING

Sprint Plus is a *calling* *plan* under the Sprint *Priority* umbrella. Sprint Plus customers simply spend \$20 or more to automatically save at least 20 percent, beginning at 5 p.m. and all weekend long...

11/K/38 (Item 11 from file: 813)
DIALOG(R)File 813:(c) 1999 PR Newswire Association Inc. All rts. reserv.

0319092

SE004

NORTHWEST TELECOMMUNICATIONS PURCHASES PORTLAND'S CALL U.S.

DATE: November 6, 1990

WORD COUNT: 447

COMPANY NAME: THE WASHINGTON WATER POWER CO.; NORTHWEST
TELECOMMUNICATIONS; CALL U.S. INC.
TICKER SYMBOL: WWP (NYS)
PRODUCT: UTILITIES (UTI); TELECOMMUNICATIONS (TLS)
STATE: WASHINGTON (WA)
SECTION HEADING: BUSINESS

...said Maio.

Northwest Telco has 42 employees and provides worldwide long distance voice, data transmission, private line and special fax services to approximately 4,000 *customers* in Washington, Idaho, Oregon and Montana. Telco provides outbound long distance, incoming "800" services, telephone calling cards, international services, custom billing and a *variety* of *special* pricing *plans*.

Plans *call* for a very brief transition period before the name "Call U.S." is changed to Northwest Telco.

WWP is an investor-owned electric and natural...

11/K/39 (Item 12 from file: 813)
DIALOG(R)File 813:(c) 1999 PR Newswire Association Inc. All rts. reserv.

0313101

SF015

ONEOK REPORTS YEAR-END EARNINGS

DATE: October 18, 1990

WORD COUNT: 426

COMPANY NAME: ONEOK INC.
TICKER SYMBOL: OKE (NYS)
PRODUCT: OIL, ENERGY (OIL)
STATE: OKLAHOMA (OK)
SECTION HEADING: BUSINESS; ENERGY

...division revenues (revenues less gas purchase costs) increased during 1990 to \$219 million, compared with \$214 million in 1989, reflecting more than 13,500 additional *customers*. Total utility volumes of gas sold or delivered under the company's *various* *special* *marketing* *plans* in 1990 *increased* to 240.1 billion cubic feet from 227.8 billion cubic feet in the previous year.

The nonutility Energy Companies of ONEOK division incurred a...

```

?b advert
>>>"ADVERT" is not a valid category or service name
>>>No valid files specified
?b advert
>>>"ADVERT" is not a valid category or service name
>>>No valid files specified
?b matchtext
    18mar04 18:53:54 User260054 Session D15.3
        $7.98      1.477 DialUnits File9
            $1.82  7 Type(s) in Format 95 (KWIC)
        $1.82  7 Types
$9.80 Estimated cost File9
    $8.18      8.184 DialUnits File20
        $0.00  10 Type(s) in Format 95 (KWIC)
    $0.00  10 Types
$8.18 Estimated cost File20
    $1.23      0.218 DialUnits File623
$1.23 Estimated cost File623
    $4.04      0.715 DialUnits File624
$4.04 Estimated cost File624
    $10.52     1.947 DialUnits File636
        $0.00  10 Type(s) in Format 95 (KWIC)
    $0.00  10 Types
$10.52 Estimated cost File636
    $0.99      0.992 DialUnits File813
        $0.00  12 Type(s) in Format 95 (KWIC)
    $0.00  12 Types
$0.99 Estimated cost File813
OneSearch, 6 files, 13.533 DialUnits FileOS
$2.75 TELNET
$37.51 Estimated cost this search
$161.43 Estimated total session cost  31.536 DialUnits

```

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SYSTEM:OS - DIALOG OneSearch
File 625:American Banker Publications 1981-2004/Mar 18
    (c) 2004 American Banker
File 268:Banking Info Source 1981-2004/Mar W1
    (c) 2004 ProQuest Info&Learning
*File 268: SELECT IMAGE AVAILABILITY FOR PROQUEST FILES
ENTER 'HELP PROQUEST' FOR MORE
File 626:Bond Buyer Full Text 1981-2004/Mar 18
    (c) 2004 Bond Buyer
File 267:Finance & Banking Newsletters 2004/Mar 17
    (c) 2004 The Dialog Corp.

```

Set	Items	Description
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```

?exs
Executing TDDOCTE
HIGHLIGHT set on as '*'
KWIC is set to 50.
    27951 CONTACT?
    17300 VISIT?
    204344 CALL?
    498448 MARKET?
        34 ADVERTS?
    86432 LIST?
    56548 SCHEDUL?
        3155 TIMETABLE?
    18160 CALENDAR?
    270041 PLAN?
S1    21295 (CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N)
        (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
        20892 PRIORIT?
        109054 SPECIAL?
        18113 UNIQUE

```

382 VIP
 0 V.I.P.
 6868 EXCLUSIVE
 86432 LIST?
 56548 SCHEDUL?
 3155 TIMETABLE?
 18160 CALENDAR?
 270041 PLAN?
 S2 5584 (PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR
 EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR
 CALENDAR? OR PLAN?)
 21295 S1
 5584 S2
 S3 258 S1 (7N) S2
 258 S3
 389 SURGEON?
 4522 DOCTOR?
 22048 MEDICAL?
 176835 GENERAL
 1930 PRACTITIONER?
 40 GENERAL(N) PRACTITIONER?
 2807 PHYSICIAN?
 S4 0 S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N)
 PRACTITIONER?) OR PHYSICIAN?)
 42570 ADJUST?
 4651 MODIFY?
 215073 INCREAS?
 24191 DECREAS?
 297160 ADD?
 20325 UPDAT?
 201470 CHANG?
 8117 ADAPT?
 57420 ALTER?
 27942 AMEND?
 11180 VARY?
 117803 VARI?
 39147 REVIS?
 5584 S2
 S5 277 (ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR
 UPDAT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY?
 OR VARI? OR REVIS?) (3N) S2
 0 S4
 277 S5
 S6 0 S4 AND S5
 277 S5
 12360 LEADS
 69402 LEAD
 167953 CUSTOMER?
 121479 CONSUMER?
 87541 BUYER?
 1219 PATRON?
 70597 CLIENT?
 3142 SHOPPER?
 10014 PURCHASER?
 S7 74 S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER?
 OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
 258 S3
 277 S5
 S8 10 S3 AND S5
 >>>Duplicate detection is not supported for File 625.
 >>>Duplicate detection is not supported for File 626.
 >>>Records from unsupported files will be retained in the RD set.
 ...completed examining records
 S9 10 RD (unique items)
 10 S9
 74 S7

S10 2 S9 AND S7
>>>Duplicate detection is not supported for File 625.
>>>Duplicate detection is not supported for File 626.

>>>Records from unsupported files will be retained in the RD set.
...completed examining records

S11 2 RD (unique items)

?exs tddocte
HIGHLIGHT set on as '*'
KWIC is set to 50.

27951 CONTACT?
17300 VISIT?
204344 CALL?
498448 MARKET?
34 ADVERTS?
86432 LIST?
56548 SCHEDUL?
3155 TIMETABLE?
18160 CALENDAR?
270041 PLAN?

S12 21295 (CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N)
(LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
20892 PRIORITY?
109054 SPECIAL?
18113 UNIQUE
382 VIP
0 V.I.P.
6868 EXCLUSIVE
86432 LIST?
56548 SCHEDUL?
3155 TIMETABLE?
18160 CALENDAR?
270041 PLAN?

S13 5584 (PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR
EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR
CALENDAR? OR PLAN?)
21295 S12
5584 S13

S14 258 S12 (7N) S13
258 S14
389 SURGEON?
4522 DOCTOR?
22048 MEDICAL?
176835 GENERAL
1930 PRACTITIONER?
40 GENERAL(N) PRACTITIONER?
2807 PHYSICIAN?

S15 0 S14 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL
(N) PRACTITIONER?) OR PHYSICIAN?)
42570 ADJUST?
4651 MODIFY?
215073 INCREAS?
24191 DECREAS?
297160 ADD?
20325 UPDAT?
201470 CHANG?
8117 ADAPT?
57420 ALTER?
27942 AMEND?
11180 VARY?
117803 VARI?
39147 REVIS?
5584 S13

S16 277 (ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR
UPDAT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY?
OR VARI? OR REVIS?) (3N) S13
0 S15

	277	S16
S17	0	S15 AND S16
	277	S16
	12360	LEADS
	69402	LEAD
	167953	CUSTOMER?
	121479	CONSUMER?
	87541	BUYER?
	1219	PATRON?
	70597	CLIENT?
	3142	SHOPPER?
	10014	PURCHASER?
S18	74	S16 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
	258	S14
	277	S16
S19	10	S14 AND S16

>>>Duplicate detection is not supported for File 625.

>>>Duplicate detection is not supported for File 626.

>>>Records from unsupported files will be retained in the RD set.

...completed examining records

S20	10	RD (unique items)
	10	S20
	74	S18

S21	2	S20 AND S18
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>>>Duplicate detection is not supported for File 625.

>>>Duplicate detection is not supported for File 626.

>>>Records from unsupported files will be retained in the RD set.

...completed examining records

S22	2	RD (unique items)
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?show files; ds

File 625:American Banker Publications 1981-2004/Mar 18

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File 268:Banking Info Source 1981-2004/Mar W1

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File 626:Bond Buyer Full Text 1981-2004/Mar 18

(c) 2004 Bond Buyer

File 267:Finance & Banking Newsletters 2004/Mar 17

(c) 2004 The Dialog Corp.

Set	Items	Description
S1	21295	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	5584	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	258	S1 (7N) S2
S4	0	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) - PRACTITIONER?) OR PHYSICIAN?)
S5	277	(ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD- AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	0	S4 AND S5
S7	74	S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? - OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8	10	S3 AND S5
S9	10	RD (unique items)
S10	2	S9 AND S7
S11	2	RD (unique items)
S12	21295	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S13	5584	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S14	258	S12 (7N) S13

S15 0 S14 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N)
PRACTITIONER?) OR PHYSICIAN?)
S16 277 (ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD-
AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI?
OR REVIS?) (3N) S13
S17 0 S15 AND S16
S18 74 S16 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER?
OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S19 10 S14 AND S16
S20 10 RD (unique items)
S21 2 S20 AND S18
S22 2 RD (unique items)

?logoff hold

18mar04 18:55:47 User260054 Session D15.4
\$3.84 0.619 DialUnits File625
\$3.84 Estimated cost File625
\$3.40 0.630 DialUnits File268
\$3.40 Estimated cost File268
\$2.99 0.680 DialUnits File626
\$2.99 Estimated cost File626
\$2.45 0.434 DialUnits File267
\$2.45 Estimated cost File267
OneSearch, 4 files, 2.363 DialUnits FileOS
\$0.50 TELNET
\$13.18 Estimated cost this search
\$174.61 Estimated total session cost 33.899 DialUnits

Status: Signed Off. (41 minutes)

?t s9/k, free/1-10

9/K, FREE/1 (Item 1 from file: 625)
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0048153

Volcker Urges Congress to Give Top Priority to Nonbank Ban
February 20, 1986, Thursday
WORD COUNT: 976

COMPANY NAMES (DIALOG GENERATED): Bank of New York ; House Banking Committee ; House Rules Committee ; Newsweek ; Rules Committee ; Sears Roebuck and Co ; Sears and Roebuck ; Still Backing Interstate Banking

TEXT:

... the economy, Mr. Volcker also urged Congress to "modernize our basic laws governing the structure and nature of our depository system." He offered what he *called* a "laundry *list* of banking *priorities* for legislators to *address*. Nonbank Ban 'Top Priority'

"My top priority," he told the 50-member committee, is to ban nonbank banks. These limited-service institutions utilize a loophole...

9/K, FREE/2 (Item 1 from file: 268)
DIALOG(R) File 268:(c) 2004 ProQuest Info&Learning. All rts. reserv.

00341503 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Nuveen revamps to grow managed account biz
Jul 27, 1998
WORD COUNT: 00250

COMPANY NAMES:

Nuveen Asset Management
Rittenhouse Financial Services Inc

CLASSIFICATION: 9190 (CN=United States); 8130 (CN=Investment services);
7000 (CN=Marketing); 6100 (CN=Human resource planning)

DESCRIPTORS: Affluence; Target markets; Appointments & personnel changes;
Private banking; Investment advisors

GEOGRAPHIC NAMES: US

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... a large-cap equity manager, have a combined total of \$12.5 billion in managed accounts. It is too early to determine if Nuveen will *add* staff or *plan* *special* *marketing* events for its HNW push, notes Jones. After acquiring Rittenhouse, Nuveen made the decision to combine the two firms' respective managed account businesses in one...

9/K, FREE/3 (Item 2 from file: 268)
DIALOG(R) File 268:(c) 2004 ProQuest Info&Learning. All rts. reserv.

00301709 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Video originations
Dec 1996
WORD COUNT: 05462

SPECIAL FEATURES: Maps; Charts; Diagrams

COMPANY NAMES:

Flagstar Bank-Bloomfield Hills MI
Shelter Mortgage Corp

Allied Bank-Santa Rosa CA

Electronic Mortgage Bankers

CLASSIFICATION: 9190 (CN=United States); 8120 (CN=Retail banking); 5250
(CN=Telecommunications systems)

DESCRIPTORS: Mortgages; Loan originations; Video teleconferencing;
Technological planning; Manycompanies

GEOGRAPHIC NAMES: US



(USE FORMAT 7 OR 9 FOR FULLTEXT)

... callcenter distribution. This is mainly due to the cost and availability of Automatic Call Direction systems. Lucent Technologies and Telios Systems, however, have recently announced *plans* to *market* *special* systems designed to *address* this issue. Expect them to be available by early next year.

What's ahead

Large lenders are already benefiting from the promise of DVC. The...

9/K, FREE/4 (Item 3 from file: 268)

DIALOG(R) File 268:(c) 2004 ProQuest Info&Learning. All rts. reserv.

00246524

CRA: Managing performance in a new era

Feb 1994

CLASSIFICATION: 8100 (CN=Financial services industry); 4310
(CN=Regulation); 9190 (CN=United States)

DESCRIPTORS: Compliance; Community Reinvestment Act 1977-US; Regulation of financial institutions; Bank management

GEOGRAPHIC NAMES: US

...ABSTRACT: fair lending - are not likely to be dramatically revised. Banks should take a proactive stance by identifying likely effects of new rules and developing action *plans* *addressing* their *markets* and their *unique* capacities. Suggestions are given for taking action in each of the 4 focus areas of CRA implementation.

9/K, FREE/5 (Item 1 from file: 626)

DIALOG(R) File 626:(c) 2004 Bond Buyer. All rts. reserv.

0258719

Arkansas Governor *Plans* to *Call* Lawmakers Back for *Special* Budget Session

April 25, 2003

Section Heading: The Regions

Word Count: 426

Arkansas Governor *Plans* to *Call* Lawmakers Back for *Special* Budget Session

TEXT:

...June to address other issues, including bills dealing with parental notification for minors seeking abortions and tort-reforms for litigation involving nursing homes.

A third *special* session is *planned* for September to *address* school finance issues. The state Supreme Court set a Jan. 1, 2004, deadline for a new finance system that more adequately funds public schools.

Huckabee...

9/K, FREE/6 (Item 2 from file: 626)

DIALOG(R) File 626:(c) 2004 Bond Buyer. All rts. reserv.

0246294

Facing Budget Shortfalls, Arkansas and Utah Take Hard Look at Numbers

April 19, 2002

Section Heading: The Regions

Word Count: 619

COMPANY NAMES (DIALOG GENERATED): Arkansas ; Moody 's Investors Service

TEXT:

...than predicted, Gov. Mike Huckabee cut the fiscal 2002 budget by \$142 million and the fiscal 2003 budget by \$160 million.

However, Huckabee has no *plans* to *call* a *special* session to *address* the latest budget concerns, saying that cuts will have to be found in departmental budgets.

The state legislature is not scheduled to meet again until...

9/K, FREE/7 (Item 3 from file: 626)
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0172177

Trends in the Region: Arizona Schools Search for a Funding Oasis
December 22, 1995
Word Count: 760

TEXT:

...capital needs in a special session. But that has not materialized.

"There are schools here with very real emergency needs," she said. "They should be *addressed* immediately in a *special* session."

Her three-point *plan* *calls* for spending \$25 million a year for three years to fund school districts' emergency capital needs, and for spending \$8 million to develop technology to...

9/K, FREE/8 (Item 1 from file: 267)
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04597009

New Valley Looks To Rescue Globalstar
February 3, 2003

WORD COUNT: 606

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

COMPANY NAMES (DIALOG GENERATED): Ford Aerospace ; Globalstar ; Iridium Satellite ; ICO Global Communications ; Loral Space and Communications ; New Valley ; Qualcomm

TEXT:

...The company also intends to accelerate its new product development program, which is currently focused on creating next-generation products for maritime, aviation and other *specialized* *markets*. *Additionally*, Globalstar *plans* to restart its gateway deployment program, allowing it to expand its coverage throughout the world.

"We strongly believe that Globalstar is best positioned to meet..."

9/K, FREE/9 (Item 2 from file: 267)
DIALOG(R) File 267:(c) 2004 The Dialog Corp. All rts. reserv.

04555879

Old Line Firm Reaches Out to Everyman
September 13, 1999

WORD COUNT: 1569

• (c) SECURITIES DATA PUBLISHING All Rts. Reserv.

COMPANY NAMES (DIALOG GENERATED): Equitable ; Financial Research Corp ; Ford Motor Co ; John Hancock Funds ; Lockheed Martin Corp ; Merrill Lynch ; Met Life ; Metropolitan Life Insurance Co ; New England Investment Companies ; Portfolio ; Research Capital Fund ; State Street Athletes Fund ; State Street Bank & Trust Co ; State Street Research & Management Co ; State Street Research Capital ; State Street Research Investment Trust ; States Street Research ; Supplemental Income ; Wiesenberger

TEXT:

...Research has a market share of about 0.65 percent among fund wholesalers, according to Financial Research Corp. Among the niches it is building to *increase* its penetration are *specialized* *marketing* of financial *planning* services to professional athletes and labor unions.

Its sports group, launched two years ago, targets young athletes (the average age is 20 1/2) who...

9/K, FREE/10 (Item 3 from file: 267)
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04554336

Staid Fund Company Tries Pizzazz: State Street Research tries niche marketing, 401(k)s and more retail distribution.
August 1, 1999

WORD COUNT: 1565

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

COMPANY NAMES (DIALOG GENERATED): A Merrill ; Equitable ; Financial Research Corp ; Ford Motor Co ; John Hancock Funds ; Lockheed Martin Corp ; Merrill Lynch ; Met Life ; Metropolitan Life Insurance Co ; New England Investment Companies ; Portfolio ; Research Capital Fund ; State Street Athletes Fund ; State Street Bank & Trust Co ; State Street Research & Management Co ; State Street Research Capital ; State Street Research Investment Trust ; States Street Research ; Supplemental Income ; Wiesenberger

TEXT:

...Street Research has a market share of about 0.65 percent among fund wholesalers, according to Financial Research. Among the niches it is building to *increase* its penetration are *specialized* *marketing* of financial *planning* services to professional athletes and labor unions.

Its sports group, launched two years ago, targets young athletes (average age is 20 1/2) who earn...
?

?show files; ds
File 625:American Banker Publications 1981-2004/Mar 18
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File 268:Banking Info Source 1981-2004/Mar W1
 (c) 2004 ProQuest Info&Learning
File 626:Bond Buyer Full Text 1981-2004/Mar 18
 (c) 2004 Bond Buyer
File 267:Finance & Banking Newsletters 2004/Mar 17
 (c) 2004 The Dialog Corp.

~ 7/28/2004

Set	Items	Description
S1	21295	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	5584	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	258	S1 (7N) S2
S4	0	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) - PRACTITIONER?) OR PHYSICIAN?)
S5	277	(ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD- AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	0	S4 AND S5
S7	74	S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? - OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8	10	S3 AND S5
S9	10	RD (unique items)
S10	2	S9 AND S7
S11	2	RD (unique items)

?t s11/free,k/1-2

PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)

258 S3

277 S5

S8 10 S3 AND S5

>>>Duplicate detection is not supported for File 625.

>>>Duplicate detection is not supported for File 626.

>>>Records from unsupported files will be retained in the RD set.

...completed examining records

S9 10 RD (unique items)

10 S9

74 S7

S10 2 S9 AND S7

>>>Duplicate detection is not supported for File 625.

>>>Duplicate detection is not supported for File 626.

>>>Records from unsupported files will be retained in the RD set.

...completed examining records

S11 2 RD (unique items)

?show files; ds

File 625:American Banker Publications 1981-2004/Mar 18

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File 626:Bond Buyer Full Text 1981-2004/Mar 18

(c) 2004 Bond Buyer

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Set Items Description

S1 21295 (CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) -
(LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)

S2 5584 (PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)

S3 258 S1 (7N) S2

S4 0 S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) -
PRACTITIONER?) OR PHYSICIAN?)

S5 277 (ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPDAT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2

S6 0 S4 AND S5

S7 74 S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? -
OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)

S8 10 S3 AND S5

S9 10 RD (unique items)

S10 2 S9 AND S7

S11 2 RD (unique items)

?t s11/free,k/1-2

11/K/1 (Item 1 from file: 267)

DIALOG(R)File 267:(c) 2004 The Dialog Corp. All rts. reserv.

04555879

Old Line Firm Reaches Out to Everyman

September 13, 1999

WORD COUNT: 1569

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

COMPANY NAMES (DIALOG GENERATED): Equitable ; Financial Research Corp ; Ford Motor Co ; John Hancock Funds ; Lockheed Martin Corp ; Merrill Lynch ; Met Life ; Metropolitan Life Insurance Co ; New England Investment Companies ; Portfolio ; Research Capital Fund ; State Street Athletes Fund ; State Street Bank & Trust Co ; State Street Research & Management Co ; State Street Research Capital ; State Street Research Investment Trust ;

TEXT: .

...The firm derives a large portion of its \$37 billion of institutional assets from managing public and private pension funds. Among its defined benefit plan *clients* are such behemoths as Ford Motor Co. and Lockheed Martin Corp. As workers retire and get their lump-sum pension pay-outs, State Street, of...Research has a market share of about 0.65 percent among fund wholesalers, according to Financial Research Corp. Among the niches it is building to *increase* its penetration are *specialized* *marketing* of financial *planning* services to professional athletes and labor unions.

Its sports group, launched two years ago, targets young athletes (the average age is 20 1/2) who...

11/K/2 (Item 2 from file: 267)

DIALOG(R)File 267:(c) 2004 The Dialog Corp. All rts. reserv.

04554336

Staid Fund Company Tries Pizzazz: State Street Research tries niche marketing, 401(k)s and more retail distribution.

August 1,1999

WORD COUNT: 1565

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

COMPANY NAMES (DIALOG GENERATED): A Merrill ; Equitable ; Financial Research Corp ; Ford Motor Co ; John Hancock Funds ; Lockheed Martin Corp ; Merrill Lynch ; Met Life ; Metropolitan Life Insurance Co ; New England Investment Companies ; Portfolio ; Research Capital Fund ; State Street Athletes Fund ; State Street Bank & Trust Co ; State Street Research & Management Co ; State Street Research Capital ; State Street Research Investment Trust ; States Street Research ; Supplemental Income ; Wiesenberger

TEXT:

...Street Research derives a large portion of its \$37 billion of institutional assets from managing public and private pension funds. Among its defined benefit plan *clients* are such behemoths as Ford Motor Co. and Lockheed Martin Corp. As workers retire and get their lump-sum pension payouts, State Street, of course...Street Research has a market share of about 0.65 percent among fund wholesalers, according to Financial Research. Among the niches it is building to *increase* its penetration are *specialized* *marketing* of financial *planning* services to professional athletes and labor unions.

Its sports group, launched two years ago, targets young athletes (average age is 20 1/2) who earn...
?

Excerpt

show files; ds
File 47:Gale Group Magazine DB(TM) 1959-2004/Mar 18
(c) 2004 The Gale group

Set	Items	Description
S1	29459	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	16145	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	345	S1 (7N) S2
S4	3	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) - PRACTITIONER?) OR PHYSICIAN?)
S5	849	(ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD- AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	0	S4 AND S5
S7	61	S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? - OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8	16	S3 AND S5
S9	16	RD (unique items)
S10	0	S9 AND S7
S11	0	RD (unique items)
?		

?show files; ds
File 47:Gale Group Magazine DB(TM) 1959-2004/Mar 18
(c) 2004 The Gale group

Set	Items	Description
S1	29459	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	16145	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	345	S1 (7N) S2
S4	3	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) - PRACTITIONER?) OR PHYSICIAN?)
S5	849	(ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD- AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	0	S4 AND S5
S7	61	S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? - OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8	16	S3 AND S5
S9	16	RD (unique items)
S10	0	S9 AND S7
S11	0	RD (unique items)
?		

?t s9/free,k/1-16

9/K/1

DIALOG(R)File 47:(c) 2004 The Gale group. All rts. reserv.

06680612 SUPPLIER NUMBER: 110220869 (USE FORMAT 7 OR 9 FOR FULL TEXT
)

Quest for excellence: the transforming role of university-community collaboration in music teaching and learning.

Sept-Oct, 2003

WORD COUNT: 6071 LINE COUNT: 00530

DESCRIPTORS: Music in education--Analysis; Universities and colleges-- Analysis

PRODUCT/INDUSTRY NAMES: 8220000 (Colleges & Universities)

SIC CODES: 8221 Colleges and universities

NAICS CODES: 61131 Colleges, Universities, and Professional Schools

FILE SEGMENT: MI File 47

... they are given the opportunity to become "resident" musicians for a grade level of children. Continuing to work as guided interns, they collaborate with music *specialists* and grade-level teachers in *planning* school *visits*.

Change among performing musicians. When professional musicians first come to SL, many of them expect to do preplanned "informances" that can be repeated many times. In...

9/K/2

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06117235 SUPPLIER NUMBER: 76446784 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Self-referral in Point-of-Service Health Plans.

May 2, 2001

WORD COUNT: 6989 LINE COUNT: 00827

DESCRIPTORS: Managed care plans (Medical care)--Evaluation; Medical referral--Analysis

FILE SEGMENT: MI File 47

... of total charges and 20% of specialist visit charges were due to self-referred services in both plans. Furthermore, 7.2% of enrollees in both *plans* self-referred to *specialists*. These similarities are striking considering the *plans'* different geographic *markets*, tax status, type of ownership, provider network, and patient populations. On the other hand, out-of-network specialist self-referral rates were lower in the...not

include those of mental health, substance abuse, or outpatient pharmaceutical services.

Table 4. Effects of Patient and Regular Physician Characteristics on Self-referral Among *Specialist* Users*

Point-of-Service *Plans*,
Adjusted Odds Ratio
(95% Confidence interval)

Midwestern
(n = 53 763)

Patient Characteristics

Age, y

0-17

of-Service Plan*

0.85 (0.79-0. ...

Type of Referral for Last Specialist Visit
Physician-Approved
(n=458)

Satisfaction With Specialists in Plan

% Extremely/very satisfied with

Quality of *specialists* available in *plan* without paying extra	71.3
Variety of *specialists* available in *plan* without paying extra	64.1
Plan coverage of specialty care	62.4
% Felt restricted in availability of specialists without paying extra	40.2
Satisfaction With Most Recent...	
...person"	39.6
Trust and confidence in specialist	47.7
Self-referral (n=148)	
Satisfaction With Specialists in Plan	
% Extremely/very satisfied with	
Quality of *specialists* available in *plan* without paying extra	46.9
Variety of *specialists* available in *plan* without paying extra	44.9
Plan coverage of specialty care	34.8
% Felt restricted in availability of specialists without paying extra	63.6
Satisfaction With Most Recent...	
...as a person"	51.0
Trust and confidence in specialist	57.5
P Value	
Satisfaction With Specialists in Plan	
% Extremely/very satisfied with	
Quality of *specialists* available in *plan* without paying extra	(less than).001
Variety of *specialists* available in *plan* without paying extra	(less than).001
Plan coverage of specialty care	(less than).001
% Felt restricted in availability of specialists without paying extra	(less than).001
Satisfaction With...	

9/K/3
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05845917 SUPPLIER NUMBER: 63568439 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Marketing and Communicating Web Development Efforts In-House. (Industry
Overview) (Statistical Data Included)**
July, 2000
WORD COUNT: 1930 LINE COUNT: 00160

DESCRIPTORS: Computer software industry--Forecasts; Web sites--Management
GEOGRAPHIC CODES/NAMES: 1USA United States
EVENT CODES/NAMES: 120 Organizational history;010 Forecasts, trends,
outlooks
PRODUCT/INDUSTRY NAMES: 7372680 (Internet Software)
SIC CODES: 7372 Prepackaged software
NAICS CODES: 51121 Software Publishers
FILE SEGMENT: TI File 148

... in an effort to align the Web with strategic business goals. Formal integration of the Web as a business tool is laid out in a *marketing* and business *plan*, or Web-based initiatives are *prioritized* and *added* to existing business *plans* and objectives. Core themes begin to emerge, which in turn are modified and customized based upon the needs and interests of each audience. A framework...

9/K/4
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05176351 SUPPLIER NUMBER: 20876612 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Legal Research Products on the Web.
June, 1998
WORD COUNT: 3505 LINE COUNT: 00318

DESCRIPTORS: Online services--Marketing; Database industry--Marketing
PRODUCT/INDUSTRY NAMES: 7375700 (Legal Database Providers)
SIC CODES: 7375 Information retrieval services
FILE SEGMENT: TI File 148

... Appeals and commentary on them from the liibulletin-ny. the American Legal Ethics Library, and other important legal materials -- federal, state, foreign, and international. A *special* feature *called* BigEar *listens* to a *variety* of law-related listservs and newsgroups and reports back a (slightly distorted) view of what's new on the Net for lawyers, and what people...

9/K/5
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05031913 SUPPLIER NUMBER: 20003997 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Are variable annuities for you? (includes list of informational sources) (Small Business Financial Advisor)
Dec, 1997
WORD COUNT: 2570 LINE COUNT: 00221

SPECIAL FEATURES: photograph; table; graph; illustration
DESCRIPTORS: Variable annuities--Evaluation; Retirement benefits-- Management; Retirement income--Planning
FILE SEGMENT: MI File 47

... annuities, Some Plain Talk About Variable Annuities; for a copy, call 1-800-522-5555.

The National Association for Variable Annuities offers a free brochure, *Variable* Annuities: *Unique* Benefits for Retirement *Planning* ; *call* (703) 620-0674 for a copy, or visit the organization's Internet site at www.navanet.org.

For information about a specific product, contact your...

9/K/6
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04627286 SUPPLIER NUMBER: 18838914 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Catching all the news that's fit to transmit-wirelessly. (Global Village Communication's Newscatcher wireless receiver) (Hardware Review) (Evaluation)
Nov 4, 1996
WORD COUNT: 770 LINE COUNT: 00063

SPECIAL FEATURES: illustration; photograph
COMPANY NAMES: Global Village Communication Inc.--Products
DESCRIPTORS: Wireless local area networks (Computer networks)--Equipment and supplies; Communications boards/cards--Evaluation
PRODUCT/INDUSTRY NAMES: 3661250 (Data Communications Equip)
SIC CODES: 3661 Telephone and telegraph apparatus
TICKER SYMBOLS: GVIL
TRADE NAMES: Global Village Communication NewsCatcher (Wireless LAN/WAN adapter)--Evaluation
FILE SEGMENT: CD File 275

... other sources; lottery results; movie reviews;. an entertainment page; and sports and financial news.

A Premier Plan for \$5.95 per month includes more frequently *updated* news. A *special* \$9.95 *plan*, *called* Premier Plus E-mail, alerts users

via E-mail when new information has arrived.

AirMedia Live broadcasts over the Narrowband Personal Communication Services--an FCC...

9/K/7

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04435924 SUPPLIER NUMBER: 17841757 (USE FORMAT 7 OR 9 FOR FULL TEXT)

How to fare over there. (doing business abroad)

Jan, 1996

WORD COUNT: 1011 LINE COUNT: 00093

SPECIAL FEATURES: illustration; photograph

DESCRIPTORS: International trade--Technique; Business--Foreign operations ; International business enterprises--Management

FILE SEGMENT: MI File 47

... Choose the best method of entry. Indirect or direct exporting, licensing, franchising, strategic alliance, subcontract manufacturing - or some combination - are most common.

* Develop an international *marketing* *plan*. Codify your strategies and action *plan*, and *address* the *unique* circumstances required to enter your chosen market.

* Be sensitive to culture. While cultural diversity provides richness, it also provides opportunities to be misunderstood - or worse...

9/K/8

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04210466 SUPPLIER NUMBER: 16709322 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Marketing in the special library environment. (Marketing of Library and Information Services)

Wntr, 1995

WORD COUNT: 6430 LINE COUNT: 00543

DESCRIPTORS: Libraries, Special--Marketing

FILE SEGMENT: MI File 47

... good information may have a competitive advantage. Effective marketing is an ongoing well-executed process of planning for favorable exchange to help achieve organizational objectives. *Marketing* *plans* in *special* libraries integrate library services and functions with organizational goals and objectives, influencing the behavior and performance of the organization by the way information from the...

...Successful special libraries, located in either profit or nonprofit organizations, effectively increase organizational opportunities by discovering and delivering information that is really needed. Integrated strategic *marketing* *planning* within the *special* library environment focuses the library toward organizational strategic thinking and planning and offers the opportunity to develop more effective library services, which may lead to...

...the mission. Blending special library culture and organizational culture into a positive service-oriented client-based image within the culture is a challenge for most *special* library managers.

An integrated *marketing* *plan* is a very effective tool for a special library to define and transmit its image, philosophy, and mission within the organizational culture to create a dynamic process of information exchange. Strategic positioning within the organization will become a more defined and planned process with the development and implementation of a *marketing* *plan*.

Marketing *Plan*

Marketing *plans* in *special* libraries integrate library goals and objectives with organizational goals and objectives. An integrated

marketing plan blends internal and external environments (objectives, goals, strategies, and plans...

...1990) and Drucker's (1993) *The Five Most Important Questions You Will Ever Ask About Your Nonprofit Organization*. Although developed primarily as a strategic integrated *marketing* *plan* for *special* libraries in nonprofit organizations, special libraries in profit organizations may also incorporate many of the same processes and steps outlined later.

Define the Organization

The...Libraries in general often suffer from trying to do too many things for too many people without adequate resources. At this point in the strategic *marketing* *planning* process, the *special* library may want to recognize what few "right things" it may want to focus on and why. A closer look at information services may show...part of the overall marketing planning process.

Conclusion

The marketing process in the special library environment can be one of the more interesting challenges to *special* library staff. The integrated *marketing* *planning* process in a *special* library gets the library going in an orderly way to meet the needs of the library clients, usually the staff of the organization. Recognizing what is needed and the value of what is needed is a major benefit to special libraries when they participate in integrated strategic *marketing* *planning*. *Special* libraries exchange information. By exchanging information within the parameters of the marketing process of exchange, special libraries enhance the information exchange process, provide a structure...

...increased awareness of the external environment, and an orientation toward the future. Planning allows the opportunity to focus on goals and objectives and to establish *priorities*. *Additionally*, *planning* establishes an inclusiveness and an organized structure to accomplish tasks.

The process of strategic *marketing* *planning* in *special* libraries requires a concentrated effort, especially as organizations and corporations have endured economic downsizing and streamlining. The benefits of exerting a concentrated effort far outweigh...

...term gain. The opportunity to identify and evaluate client information needs will lead to improved information services, new information products, and new clients. Without strategic *marketing* *planning*, many *special* libraries may be isolated from organizational objectives and eventually eliminated. Without strategic *marketing* *planning*, many *special* libraries may become depositories or collections of outdated materials. With strategic *marketing* *planning*, *special* libraries may strive beyond all current expectations and achieve a prominence and value within the parent organization and, additionally, within the primary industry of the organization.

The integrated strategic *marketing* *planning* process in *special* libraries encourages continued growth and learning, offering unlimited potential to develop new information services. Moving beyond the expectation of the familiar and into the creation...

...DC: Special Libraries Association. Matarazzo, J., & Prusak, L. (1990). Valuing corporate libraries: A senior management survey. Washington, DC: Special Libraries Association. Sirkin, A. F. (1991). *Marketing* *planning* for maximum effectiveness. *Special* Libraries, 82(

9/K/9

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04151318 SUPPLIER NUMBER: 15818523 (USE FORMAT 7 OR 9 FOR FULL TEXT)
SCBA builds community. (Southern California Booksellers Association held a
banquet on Sep 17, 1994, for 12 authors and 150 other industry reps in
Pasadena, CA) (Bookselling) (Brief Article)

Oct 17, 1994

WORD COUNT: 362 LINE COUNT: 00028

DESCRIPTORS: Southern California Booksellers Association--Conferences, meetings, seminars, etc.; Book industry--Conferences, meetings, seminars, etc.; Publishing industry--Conferences, meetings, seminars, etc.

PRODUCT/INDUSTRY NAMES: 2731000 (Book Publishing); 5942000 (Book Stores)

SIC CODES: 2731 Book publishing; 5942 Book stores

FILE SEGMENT: MI File 47

... NCIBA show, but this year most business was done at the ABA in May.

The SCBA has revised its rep directory to include e-mail *addresses* and bookstore *listings* with a *contact* name, *specialties* and the type of computer system used. In the spring, SCBA will have an electronic bulletin board called the California Book Scene on the Internet...

9/K/10

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04075565 SUPPLIER NUMBER: 15405357 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Building commitment through organizational culture.

April, 1994

WORD COUNT: 2244 LINE COUNT: 00199

DESCRIPTORS: Corporate culture--Research; Employee loyalty--Research

FILE SEGMENT: MC File 75

... to, and those with strong normative commitment because they feel they ought to do so."

Numerous studies have correlated organizational commitment with what one author *calls* "a laundry *list*" of *variables*. Unfortunately, OD *specialists* cannot easily convert data about scores of variables into workplace applications. To build comprehensive programs, OD practitioners need to piece data on organizational and work...

9/K/11

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03899681 SUPPLIER NUMBER: 14398533 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Special agent: U.S. Department of State, Bureau of Diplomatic Security.

Summer, 1993

WORD COUNT: 1944 LINE COUNT: 00164

DESCRIPTORS: United States. Department of State--Personnel management;

Diplomats--Protection

FILE SEGMENT: MI File 47

... communication with agents at different sites because they must remain alert to all activity in the crowds, movements of the person protected, potential threats, and *changes* in *schedule*. During *visitors*' American stay, all *special* agents assigned to them are armed and have arrest authority.

When a protected person is scheduled to remain in one location for several hours, some agents may be allowed to take short breaks. But even the best-laid *plans* are subject to *change*, and *special* agents must be ready to adapt. Agents say that at one time or another, they've all been caught off-guard in this situation. "You..."

9/K/12

DIALOG(R)File 47:(c) 2004 The Gale group. All rts. reserv.

03877189 SUPPLIER NUMBER: 13558026 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Black mayor says base closing will ruin California city. (Seaside,

California Mayor Lancelot C. McClair)

March 29, 1993

WORD COUNT: 609 LINE COUNT: 00047

SPECIAL FEATURES: illustration; photograph

DESCRIPTORS: Seaside, California--Economic aspects; Fort Ord, California
--Planning

FILE SEGMENT: MI File 47

... three-day trek to the nation's capital. Surprised by news of a second round of base closings in his state, Brown was forced to *change* his agenda and *priority* *list* while *visiting* Capitol Hill, the White House and government departments.

He argued that California had been unfairly hit by the first round of base closings (which included...)

9/K/13

DIALOG(R)File 47:(c) 2004 The Gale group. All rts. reserv.

03481527 SUPPLIER NUMBER: 09235066 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Look before you lease; careful qualifying can get you long-term residents instead of fly-by-nights. (commercial investment)

Nov-Dec, 1990

WORD COUNT: 2881 LINE COUNT: 00231

DESCRIPTORS: Leases--Laws, regulations, etc.; Rental housing--Laws, regulations, etc.; Landlord and tenant--Laws, regulations, etc.;

Apartments--Leasing and renting

SIC CODES: 6513 Apartment building operators

FILE SEGMENT: MI File 47

... discover needs, and to demonstrate how the apartment community can fulfill those needs.

Our company set a six-month turnaround deadline and instituted an aggressive *marketing* and management *plan* using public relations and *special* events to *change* the image of the apartment community. Just before the building "re-opened," we stocked a large pond on the property with fish. For \$1, applicants...

9/K/14

DIALOG(R)File 47:(c) 2004 The Gale group. All rts. reserv.

03387638 SUPPLIER NUMBER: 08833967 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Hybridizing your own iris.

April, 1990

WORD COUNT: 1378 LINE COUNT: 00101

SPECIAL FEATURES: illustration; photograph; chart

DESCRIPTORS: Growth (Plants)--Research; Plant breeding--Research; Iris (Plant)--Growth

NAMED PERSONS: Kary, Ardi--Research

FILE SEGMENT: MI File 47

... a unique flower. Iris societies sponsor shows you can attend to see good examples of the flowers; check this month's garden events listing. In *addition*, you might *plan* to *visit* a *specialized* iris garden when *plants* are in bloom (March to May, depending on the climate); many public gardens have good collections.

What do breeders look for?

New colors, new combinations...

9/K/15

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02584041 SUPPLIER NUMBER: 03468331 (USE FORMAT 7 OR 9 FOR FULL TEXT)
A second contender for the electronic sales force.

Oct 8, 1984

WORD COUNT: 1019 LINE COUNT: 00083

DESCRIPTORS: SaleMate (computer program)--Management; sales management--Automation; Software--Usage
FILE SEGMENT: MI File 47

... he can go to his own file and see where each account stands in the sales cycle, their priority status, and which ones he's *scheduled* to *call* on next week."

Special touches have been *added* to enhance the system's effectiveness. Electronic mail's benefits are sometimes short-circuited when recipients fail to check their "mailbox." To prevent that, each...

9/K/16
DIALOG(R)File 47:(c) 2004 The Gale group. All rts. reserv.

02507049 SUPPLIER NUMBER: 03154109 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Avoiding the hangups after Ma Bell.
March, 1984

WORD COUNT: 2780 LINE COUNT: 00207

SPECIAL FEATURES: illustration; table
COMPANY NAMES: American Telephone and Telegraph Co.--Finance
DESCRIPTORS: Long-distance telephone services--Economic aspects;
Telephone--Services
SIC CODES: 4813 Telephone communications, exc. radio
FILE SEGMENT: MI File 47

... for the Northeast, regards itself as such a good bill collector that it is thinking of performing this service for other businesses. Other phone companies *plan* to *market* *specialized* yellow pages, promote *various* data-stream services and even enter the cable-television sweepstakes. Your local phone company, which now competes with the new AT&T in many ways...
?

?t s7/free,k/1-61

7/K/1

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06742631 SUPPLIER NUMBER: 114005003 (USE FORMAT 7 OR 9 FOR FULL TEXT)
)
E-training update: personalizing the online experience is the key to long-term success. (Trainer)
March, 2004
WORD COUNT: 2088 LINE COUNT: 00163

TEXT:

...in the mid to late 90s, many personal trainers saw this new technology as a viable profit center. Creating a Web site became the top *priority* in *updated* business *plans*. In the beginning, some in the industry were concerned that online training would strip away the personal aspect of one-on-one training, replacing it with an antiseptic method that would alienate potential *clients*. Others felt the Internet was ripe with possibility and would be the perfect venue for personal training.

7/K/2

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06558606 SUPPLIER NUMBER: 99932978 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Spam wars. (an increasing number of computer users are trying to rid the world of spam)
April, 2003
WORD COUNT: 1314 LINE COUNT: 00106

DESCRIPTORS: Spam (Junk email)--Terminology; Spam (Junk email)--Statistics; Spam (Junk email)--Prevention
GEOGRAPHIC CODES/NAMES: 1USA United States
EVENT CODES/NAMES: 680 Labor Distribution by Employer
FILE SEGMENT: MC File 75

... making money, but not how you'd think. To a spammer, your email address alone is worth plenty.

Many spammers are interested only in mining *lists* of active email *addresses* with *specialized* bots (computer programs) that scan the Web, harvesting email addresses, credit card numbers, and any other kind of information that they can dig out in...

...buck while "working from the comfort of their own home." The running price for 10 million email addresses is \$100. There's no shortage of *buyers*. Directory harvesting, the latest form of email address collection, targets company email servers and can generate a wave of spam in just a few hours...

7/K/3

DIALOG(R)File 47:(c) 2004 The Gale group. All rts. reserv.

06538279 SUPPLIER NUMBER: 99232928 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Pulling their punches: it's about time and attendance systems.
June, 2002
WORD COUNT: 2724 LINE COUNT: 00229

DESCRIPTORS: Time clocks--Products; Timekeeping--Products
GEOGRAPHIC CODES/NAMES: 1USA United States
EVENT CODES/NAMES: 330 Product information
FILE SEGMENT: MI File 47

... the 1000E can also print in Spanish, French, or Portuguese.
Stromberg Time Manager-Enterprise Edition (STM-EE)
(www.stromberg.com) is a high-end *client*/server solution designed for

large distributed enterprises and businesses with complex employee time and attendance management requirements. STM-EE is a scalable solution that allows centralized control. It's designed with a *special* emphasis on security, *scheduling*, and dynamic *update* capabilities and can support tens of thousands of employees in a single database. STM-EE manages all aspects of employee time and attendance. It also...

7/K/4

DIALOG(R)File 47:(c) 2004 The Gale group. All rts. reserv.

06476284 SUPPLIER NUMBER: 90932750 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The day of the electronic library: the digital transformation.

August, 2002

WORD COUNT: 5033 LINE COUNT: 00392

FILE SEGMENT: TI File 148

... been providing information management consulting services for more than 20 years, joining Axelroth & Associates in 1999, after selling her Los Angeles-based consulting company. She *specializes* in information assessments, strategic *planning* and *change* management strategies for a wide range of organizations, including such specialties as consulting, technology, petroleum, manufacturing, law firms, nonprofits and government. She has written and lectured on a variety of topics, including *customer* service and focus groups. Talley holds a master's degree in library science from the University of Michigan.

Leslie Shaver (LS): When did libraries begin...

7/K/5

DIALOG(R)File 47:(c) 2004 The Gale group. All rts. reserv.

06315112 SUPPLIER NUMBER: 84925819 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Dodging disaster: Comprehensive insurance strategies.

April, 2002

WORD CCUNT: 1070 LINE COUNT: 00087

DESCRIPTORS: Financial services industry--Services; Financial planning-- Services

GEOGRAPHIC CODES/NAMES: 1USA United States

NAMED PERSONS: Knudsen, Larry--Services

EVENT CODES/NAMES: 360 Services information

PRODUCT/INDUSTRY NAMES: 9915130 (Financial Planning); 9915369 (Insurance Mgmt NEC)

... many fall short.

Knudsen explains that such planning is probably one of the least understood and most misunderstood areas among financial services. "Obviously for wealthier *clients*, we have more complex estate planning, but for the most part, we usually start with *clients* who have a net worth of between \$1 million and \$2 million. That's for basic estate planning, but then there are different *variations* such as estate *planning* for children with *special* needs."

Knudsen says to help clients understand the often complex world of estate planning, FSG has a three-phase program. The first entails disbursement of...

7/K/6

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06251840 SUPPLIER NUMBER: 82035078 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Hackers, Beware. (Symantec Web Security 2.0) (Software Review) (Evaluation)

Oct 9, 2001

WORD COUNT: 843 LINE COUNT: 00071

COMPANY NAMES: Symantec Corp.--Products
DESCRIPTORS: Computer software industry--Products; Computer viruses--Prevention
GEOGRAPHIC CODES/NAMES: 1USA United States
EVENT CODES/NAMES: 350 Product standards, safety, & recalls
PRODUCT/INDUSTRY NAMES: 7372530 (Disk/File Management Software)
SIC CODES: 7372 Prepackaged software
NAICS CODES: 51121 Software Publishers
TICKER SYMBOLS: SYMC
TRADE NAMES: Symantec Web Security 2.0 (Anti-virus software)--Evaluation
FILE SEGMENT: CD File 275

... Vendor. Vendor lists are proprietary and not editable. Local lists are used to add or remove URLs to the unblocked category.

When a user or *client* accesses a site, SWS scans both *lists*. *Priority* is given to the Local *lists* to let administrators *change* access permissions for sites contained in the Vendor lists. Symantec says it updates the lists daily, and we found scheduling our own automatic updates easy...

7/K/7

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06201431 SUPPLIER NUMBER: 79958846 (USE FORMAT 7 OR 9 FOR FULL TEXT)
DHL moves swiftly; Australian Exporter of the Year Award Sponsor.
(OverseasTrading). (Brief Article)
Oct, 2001

WORD COUNT: 396 LINE COUNT: 00035

COMPANY NAMES: DHL Airways Inc.--International aspects
DESCRIPTORS: Air freight--International aspects; Terrorism--Influence; Air travel--Safety and security measures; World Trade Center and Pentagon Attacks, 2001--Influence
GEOGRAPHIC CODES/NAMES: 1USA United States; 4EUUK United Kingdom; 8AUSTR Australia; 0JINT International
EVENT CODES/NAMES: 950 International economic relations
PRODUCT/INDUSTRY NAMES: 4514000 (All-Cargo Airlines)
SIC CODES: 4512 Air transportation, scheduled
NAICS CODES: 481112 Scheduled Freight Air Transportation

... shipments being thoroughly inspected. The level of inspection of shipments from existing customers has also been stepped up.

Keeping shippers informed of potential delays or *changes* to express *schedules* has become a key *priority* for all staff at DHL. Daily e-mail updates to core *customers* have become the norm, and status reports are posted on the DHL website at www.dhl.com.au by 11am daily, and more frequently when...

7/K/8

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06186850 SUPPLIER NUMBER: 78966107 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Social Services in the Workplace: Repositioning Occupational Social Work in the New Millennium. (Review)
July, 2001

WORD COUNT: 777 LINE COUNT: 00072

DESCRIPTORS: Social Services in the Workplace: Repositioning Occupational Social Work in the New Millennium (Book)--Reviews; Books--Reviews
REVIEWEE: Barak, Michael E. Mor; Bargal, David
FILE SEGMENT: MI File 47

... its acceptance and success as a field of endeavor. Impediments to professionalization stem from lack of certification requirements, possible claims of other professions to meet *client* needs, and lack of ongoing

professional communication. A need for a strong professional identity, a research-based theoretical foundation, recognition by professional organizations, and a clearly defined niche of professional *specialization* could be *added* to this *list*.

The second opinion piece points out that social work practitioners are increasingly less motivated by social justice and more attracted by status, professional autonomy and...

7/K/9

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06174133 SUPPLIER NUMBER: 78399996 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Wildfire ReLeaf. (efforts to restore lands affected by wildfires)

Summer, 2001

WORD COUNT: 1418 LINE COUNT: 00115

DESCRIPTORS: American Forests (Periodical)--Social policy; Wildfires-- Environmental aspects

GEOGRAPHIC CODES/NAMES: 1USA United States

FILE SEGMENT: MI File 47

... public service ads and corporate promotions. Eddie Bauer, a five-year tree-planting partner with AMERICAN FORESTS, has pledged to raise \$1 million through its "Add* a Dollar, *Plant* a Tree" program. The *specialty* retailer strives to meet that goal by inviting *shoppers* to make contributions to Wildfire ReLeaf in its stores, online, and when shopping by phone.

The U.S. Forest Service has also become a partner...

7/K/10

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06171451 SUPPLIER NUMBER: 78399956 (USE FORMAT 7 OR 9 FOR FULL TEXT)
HONORING TREE-PLANTING BOOSTERS. (Brief Article)

Spring, 2001

WORD COUNT: 348 LINE COUNT: 00032

DESCRIPTORS: Tree planting--Achievements and awards

GEOGRAPHIC CODES/NAMES: 1USA United States

FILE SEGMENT: MI File 47

TEXT:

AMERICAN FORESTS' tree-planting partner Eddie Bauer recently honored some of its own for their outstanding efforts to encourage *customers* to contribute to the *specialty* retailer's *add*-a-dollar, *plant*-a-tree program. The program encourages *customers* to add extra money to their final bill to plant trees in AMERICAN FORESTS' Global ReLeaf Forests.

7/K/11

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06169757 SUPPLIER NUMBER: 77285428 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Part I Galleries Museums & Artists.

August, 2001

WORD COUNT: 140805 LINE COUNT: 11872

FILE SEGMENT: MI File 47

7/K/12

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06132421 SUPPLIER NUMBER: 76907695 (USE FORMAT 7 OR 9 FOR FULL TEXT)
OPERATING WITHIN YOUR PROFESSIONAL BOUNDARIES.

July, 2001
WORD COUNT: 3120 LINE COUNT: 00278

... says. "And they don't always know how to compensate for a chronic injury. This is where you need the professional physical therapist to tell (*clients*) what not to do so they don't exacerbate the condition." She advises fitness professionals to require any *client* who presents with an acute or chronic injury to provide a written evaluation from a physical therapist or physician outlining the *client*'s specific exercise parameters and/or contraindications. Additionally, she recommends using the team approach when devising an exercise *plan* for a *client* with *special* needs.

The *Adaptive*-Needs Connection.

Miranda Mirsec, MA, is a certified clinical exercise specialist and certified group exercise instructor with more than 13 years' experience. She specializes in...

7/K/13

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06113224 SUPPLIER NUMBER: 76295484 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Mailers Software. (Product Announcement)
June, 2001
WORD COUNT: 196 LINE COUNT: 00020

COMPANY NAMES: Melissa Data Corp.--Product introduction
DESCRIPTORS: Direct-mail advertising--Computer programs; Computer software industry--Product introduction
PRODUCT/INDUSTRY NAMES: 7372416 (Manufacturing, Distribution & Retailing Software)
SIC CODES: 7372 Prepackaged software
NAICS CODES: 51121 Software Publishers
TRADE NAMES: Mailer's+4 (Marketing management software)--Product introduction
FILE SEGMENT: MI File 47

TEXT:

...corrects addresses, standardizes and enhances databases, and eliminates duplicate records across multiple lists. The software uses both telephone and multisource verification to maximize list accuracy. *Leads* are compiled from Yellow Pages, Business White Pages, annual reports, SEC records, and hundreds of other sources. Users can select from 85 million households and 10 million businesses for *leads* under occupant, residential, business, and *specialty* categories. *Additionally*, all the *lists* (with the exception of the occupant category) are processed for move update verification against the National Change of Address database maintained by the USPS...

7/K/14

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06074791 SUPPLIER NUMBER: 74573399 (USE FORMAT 7 OR 9 FOR FULL TEXT)
A path for delivering digital content.
May 1, 2001
WORD COUNT: 271 LINE COUNT: 00025

Pathfire's spot distribution system allows for digital distribution of ads and uses a Java interface to allow users to *schedule* spots, confirm or *change* distribution *priority*, confirm distribution progress, and archive spots for future use. The system also allows *buyers* and sellers to send and receive documents via the Internet, by letting their traffic and billing systems talk to each other - no matter which system...

7/K/15

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05986880 SUPPLIER NUMBER: 69414464 (USE FORMAT 7 OR 9 FOR FULL TEXT)
A (Fast) Week in a Digital Collaboration Space. (electronic work groups)
Jan, 2001
WORD COUNT: 2377 LINE COUNT: 00186

COMPANY NAMES: International Business Machines Corp.--Management
DESCRIPTORS: Work group computing--Management; Computer industry--
Management
GEOGRAPHIC CODES/NAMES: 1USA United States
PRODUCT/INDUSTRY NAMES: 3573100 (Computers)
SIC CODES: 3571 Electronic computers
NAICS CODES: 334111 Electronic Computer Manufacturing
TICKER SYMBOLS: IBM
FILE SEGMENT: MC File 75

... Friday to get them all together."

Even in these days of email and conference calls, business opportunities like this one are often missed because busy *calendars* can't be *changed* and *priorities* can't be juggled fast enough. For global or even national companies, time zones and distance make things harder. Beyond that, when some team members are unfamiliar with the history of the opportunity or the *customer*, their ability to contribute is affected. In any case, before any progress can be made, a team whose members are strangers to each other will...

7/K/16

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05907691 SUPPLIER NUMBER: 65576224 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Alterations of Riparian Ecosystems Caused by River Regulation.
Sept, 2000
WORD COUNT: 6469 LINE COUNT: . 00541

DESCRIPTORS: Dams--Environmental aspects; Riparian rights--Analysis;
Water rights--Laws, regulations, etc.; Rivers--Environmental aspects
GEOGRAPHIC CODES/NAMES: 1USA United States
FILE SEGMENT: MI File 47

... areas (Figure 3). In some cases, dams have increased the volume of an existing lake but, often, running waters have been converted to reservoirs, which *lead* to permanent loss of habitats. This effect is especially profound where reservoirs are close to mountains, in dry areas, or in the far north where...

...is likely to extinguish entire populations. The initial effect of inundation on plants is through the root system. The waterlogged soil becomes anoxic and this *leads* to oxygen stress and eventual elimination of the primary root system. Many *plants* have *special* *adaptations* to cope with oxygen stress in soils, including the formation of aerated tissue and adventitious roots (Junk and Piedade 1997). Some species will immediately cease

7/K/17

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05808475 SUPPLIER NUMBER: 62498254 (USE FORMAT 7 OR 9 FOR FULL TEXT)
CDW.com: Giving You the Buyer's Edge. (Company Business and Marketing)
June, 2000
WORD COUNT: 521 LINE COUNT: 00043

COMPANY NAMES: CDW Computer Centers Inc.--Services
DESCRIPTORS: Online services--Evaluation
GEOGRAPHIC CODES/NAMES: 1USA United States

EVENT CODES/NAMES: 360 Services information
PRODUCT/INDUSTRY NAMES: 4811520 (Online Services)
SIC CODES: 4822 Telegraph & other communications
NAICS CODES: 514191 On-Line Information Services
TICKER SYMBOLS: CDWC
FILE SEGMENT: CD File 275

... to each of its customers--someone who can direct them to the best deals on computer hardware and software for their business.

CDW.com provides *customers* with an *updated* *list* of manufacturer rebates and *special* offers. *Shoppers* only have to click on the list to receive detailed instructions and to print rebate coupons. CDW.com's Rebates & Coupons Resource lists dozens of...

7/K/18

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05784091 SUPPLIER NUMBER: 61947242 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Diane's Strong First Decade. (Diane's Books family bookstore in Greenwich, CT) (Brief Article)
May 1, 2000
WORD COUNT: 941 LINE COUNT: 00077

DESCRIPTORS: Booksellers--Management; Greenwich, Connecticut--Stores, shopping centers, etc.
NAMED PERSONS: Garrett, Diane--Management
PRODUCT/INDUSTRY NAMES: 5942000 (Book Stores)
SIC CODES: 5942 Book stores
NAICS CODES: 451211 Book Stores
FILE SEGMENT: MI File 47

... fill the prison's nursery with books, build up the prison's library and create a book club for the inmates.

But the 7,000 *customers* on Garrett's newsletter mailing *list* are still her top *priority*. "Books *change* lives," Garrett told PW. And so, it seems, does Diane's Books.

7/K/19

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05774717 SUPPLIER NUMBER: 61621192 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Direct Access to Specialists May Not Raise HMO Costs.
Nov 1, 1999
WORD COUNT: 508 LINE COUNT: 00043

DESCRIPTORS: Medical referral--Economic aspects; Patients--Services; Health maintenance organizations--Finance

... support it, and insurance and business groups, who say it will raise their costs.

"It appears it is possible to set up a type of *plan* giving direct access to *specialists* without *increasing* costs. But what exactly you have to do to accomplish that is not clear," Dr. Jose J. Escarce, the study's *lead* investigator and a researcher at Rand Corp. in Santa Monica, Calif., told this newspaper.

The researchers have yet to look at other health care costs...

7/K/20

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05555514 SUPPLIER NUMBER: 59694109 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bush's Tax Flim-Flam. (George W. Bush) (Brief Article)
Dec 27, 1999
WORD COUNT: 817 LINE COUNT: 00063

DESCRIPTORS: Presidential candidates--Tax policy; Fiscal policy--Moral and ethical aspects; Tax incidence--Moral and ethical aspects

GEOGRAPHIC CODES/NAMES: 1USA United States

NAMED PERSONS: Bush, George W.--Tax policy

FILE SEGMENT: MI File 47

TEXT:

...ve laid out a (tax) plan to do that." Bush is a candidate of mantras. There's "look at my record," "I'm ready to *lead*" and his flagship mantra, "I'm a compassionate conservative." To the litany he recently added another: "My tax cut helps the middle class and hard-working families." In the handout explaining the *plan*, Bush noted that his *priority* was "to *increase* access to the middle class for hard-working families." Read his lips: I'm not one of those for-the-rich Republicans.

7/K/21

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05457283 SUPPLIER NUMBER: 56028247 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Product/Literature Showcase.

Sept, 1999

WORD COUNT: 2911 LINE COUNT: 00266

FILE SEGMENT: MI File 47

... The new 1999 CERAC catalog is now available in print and on the web, featuring CERAC's full-line of sputtering targets, evaporation materials and *specialty* inorganics. *Updated* target *listings* include *lead* times, densities and fabrication methods for hundreds of stock items. www.cerac.com. Call 414/289-9800 to request a printed copy.

CERAC, inc.

Circle...

7/K/22

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05446907 SUPPLIER NUMBER: 55989828 (USE FORMAT 7 OR 9 FOR FULL TEXT)

NetObjects Brings Fusion Under Control. (Authoring Server Suite 2000 Web authoring software) (Software Review) (Evaluation)

Oct 4, 1999

WORD COUNT: 1127 LINE COUNT: 00096

COMPANY NAMES: NetObjects Inc.--Products

DESCRIPTORS: World Wide Web--Computer programs

GEOGRAPHIC CODES/NAMES: 1USA United States

EVENT CODES/NAMES: 350 Product standards, safety, & recalls

PRODUCT/INDUSTRY NAMES: 7372680 (Internet Software)

NAICS CODES: 51121 Software Publishers

TRADE NAMES: NetObjects Authoring Server Suite 2000 (Web authoring software)--Evaluation

FILE SEGMENT: CD File 275

... or under review. This tool also includes a real-time messaging feature that lets developers quickly contact one another for basic collaboration and chat.

By *adding* *special* data *lists*, we could also set up pages that enabled novice users to author and contribute content. These specialized lists essentially create content entry forms for use in the Content Contributor *Client*. Novice users can access this Java-based *client* through a browser and easily add structured content without needing knowledge of HTML (see screen).

For workflow, we could assign review tasks to users to...

7/K/23

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05410781 SUPPLIER NUMBER: 55307215 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Organizational change: a review of theory and research in the 1990s. (Yearly Review of Management)

May-June, 1999

WORD COUNT: 11090 LINE COUNT: 00974

DESCRIPTORS: Organizational change--Research; Organizational behavior--Research; Industrial organization--Research

PRODUCT/INDUSTRY NAMES: 9911000 (Management Theory & Techniques)

FILE SEGMENT: MC File 75

... records in identifying behavioral issues related to the introduction of a new technology to track telephone calls received by 50 technical support specialists in the *customer* support department (CSD) of a software company. Her analysis revealed five metamorphoses over two years in the texture of work, nature of knowledge, interaction patterns, mechanisms of coordination and so forth as experienced by the CSD *specialists*. Questioning the superiority of *planned* *change* (cf. Robertson, Roberts, & Porras, 1993), she proposed a new perspective labeled situated change (a la Schabracq & Cooper, 1998), which is described as an ongoing incremental...

7/K/24

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05406204 SUPPLIER NUMBER: 55191276 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Mandatory Reporting of Diseases and Conditions by Health Care Professionals and Laboratories. (Statistical Data Included)

July 14, 1999

WORD COUNT: 3775 LINE COUNT: 00434

DESCRIPTORS: Diseases--Reporting; Epidemiologists--Surveys

GEOGRAPHIC CODES/NAMES: 1USA United States

FILE SEGMENT: MI File 47

... under national surveillance (2,9), in addition, 9 diseases or conditions were added (Table 1). In 1995 and 1996, CSTE and CDC again responded to *changes* in public health *priorities* and expanded the *list* of diseases and conditions under national surveillance beyond the traditional list of infectious diseases, recommending that elevated blood *lead* levels, (10) silicosis, (11) tobacco use, (12) and acute pesticide poisoning (13) be added.

The list of diseases and conditions under national surveillance is published...

7/K/25

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05325233 SUPPLIER NUMBER: 54050224 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Poised for the millennium. (includes related articles) (preparation of schools and universities for year 2000 transition) (CSPD)

Jan, 1999

WORD COUNT: 5080 LINE COUNT: 00390

SPECIAL FEATURES: illustration; 1

DESCRIPTORS: Schools--Data processing; Universities and colleges--Data processing; Year 2000 transition (Computers)--Planning; Computer system conversion--Planning

FILE SEGMENT: MI File 47

... it to be. Developing a campus contingency plan may become our most difficult task. To complete it, we must get input from all of our

customers on their critical systems. The difficulty arises in compiling the right group of people to help decide how to set *priorities*. The contingency *plan* should *address* major system outages (power, natural gas, water, wastewater, fire alarms and controls).

Some good news for universities is that January 1, 2000, happens at a

...

7/K/26

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05264848 SUPPLIER NUMBER: 21262649 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Living but not dying by the market: recent changes in health care.
Fall, 1998
WORD COUNT: 8095 LINE COUNT: 00678

DESCRIPTORS: Healthcare industry--Innovations; Health maintenance organizations--Services; Physician and patient--Social aspects; Medical economics--Analysis

FILE SEGMENT: MI File 47

... competing claims of experts.

Restructuring

Change has just begun in the health industry. Hospital supply is likely to contract significantly. Physicians will be redistributed among *specialties*. As the functions of health *plans* and insurers *change*, they will insist on greater accountability of professionals to *consumers*, *purchasers*, and *consumers*. Government and large employers, which are expanding their oversight activities in response to complaints from *consumers* and providers, will increasingly collaborate in regulating the industry. Such regulation is likely to be directed towards both the insurance and the health care-delivery...

7/K/27

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>>>Accession number 5013445 is unavailable

7/K/28

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04728470 SUPPLIER NUMBER: 19270984 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bookstores galore on the Web. (purchasing books via the World Wide Web) (The Internet Express) (Column)
March, 1997
WORD COUNT: 3344 LINE COUNT: 00294

SPECIAL FEATURES: illustration; other

DESCRIPTORS: World Wide Web--Usage; Books--Marketing; Booksellers--Marketing

PRODUCT/INDUSTRY NAMES: 5942000 (Book Stores); 5961274 (Books Mail Order ex Book Clubs)

SIC CODES: 5942 Book stores; 5961 Catalog and mail-order houses

FILE SEGMENT: TI File 148

... know where to order it, are slim. Worry no more.

The Internet makes specialized bookstores possible and profitable. In fact, they flourish, supported by enthusiastic *customers* on a global scale. If the topic of interest is only appreciated by a tiny fraction of readers, the Internet becomes the very best place for such a bookstore to function. Take a look at some sites I have *listed* to see the *variety* of *specialized* booksellers that have found a profitable home on the Internet.

Instant Books

While the mall bookstore can have your books on the shelf ready for

...

7/K/29

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04689409 SUPPLIER NUMBER: 19125056 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Inside track. (News Briefs)
March 4, 1997
WORD COUNT: 958 LINE COUNT: 00073

FILE SEGMENT: CD File 275

... choice for DVD media, potentially killing sales of the underpowered standalone DVD players on which the Japanese are banking.

I believe Microsoft will finance a *plan* whereby developers will *add* *special* computer-only features to their offerings. For example, a game would deliver one experience on a standalone player, but when you drop it into a PC, new bells and whistles would emerge. Over the last decade, Microsoft has felt betrayed by *consumer* electronics companies, specifically Philips, which developed the CD-i device without consulting Microsoft. In fact, Bill Gates himself was surprised when Philips, years ago, announced...

7/K/30

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04638225 SUPPLIER NUMBER: 18823316 (USE FORMAT 7 OR 9 FOR FULL TEXT)
E-commerce: wired for profits. (electronic commerce) (includes related article on Industry.Net and Manufacturing Marketplace Web sites) (Internet/Web/Online Service Information) (Cover Story)
Oct, 1996
WORD COUNT: 4167 LINE COUNT: 00336

SPECIAL FEATURES: illustration; photograph; table; graph

DESCRIPTORS: Electronic commerce--Services; Internet--Services

PRODUCT/INDUSTRY NAMES: 7375000 (Database Vendors)

SIC CODES: 7375 Information retrieval services

FILE SEGMENT: CD File 275

... an Internet application that will let corporate customers choose their own menu of healthcare options from the privacy of their homes.

In the future, the *plan* is to *add* *specialized* Web search engines that would allow a prospective policyholder to examine different plans over the Internet. Users will even be able to plug in specific...

...plans. Blue Cross' new system underscores the belief that the Internet by itself may not drive more business; greater access to information and attention to *customer* service might.

Virtual enterprises

There's also the promise of virtual organizations, or extended enterprises. Under this scenario, a company distributes corporate data to partners...

7/K/31

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04635595 SUPPLIER NUMBER: 18859069 (USE FORMAT 7 OR 9 FOR FULL TEXT)
MES: who, when, and why. (Manufacturing Execution Systems) (Special Advertising Section)
Nov 18, 1996
WORD COUNT: 6206 LINE COUNT: 00485

SPECIAL FEATURES: illustration; photograph; chart

DESCRIPTORS: Manufacturing processes--Automation

FILE SEGMENT: MI File 47

... work properly? Nell Stewart, president of NRS Consulting, Redondo Beach, CA, says, "Probably the most critical element is a good data collection system. It allows *customer* service to know exactly where an order is, gives immediate feedback to workers, allows *revision* of *priorities*, gives *scheduling* systems the real-time status of each job so forecasts start from where the job is, not where it should be. Other functions that are...

7/K/32
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04631214 SUPPLIER NUMBER: 16003631 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The Internet (how to get there from here). (guide to connection options) (includes related articles on Mosaic, choosing a service provider, 10 suggested sites to visit, guide to getting started, best Internet tools and creating services) (Tutorial) (Cover Story)

Jan, 1995

WORD COUNT: 6266 LINE COUNT: 00482

SPECIAL FEATURES: illustration; other
DESCRIPTORS: Internet--Usage
FILE SEGMENT: CD File 275

... an information provider.

One of the easiest ways to build online awareness of your company is to establish an electronic mailing list. Your company's *list* might include software *updates*, *special* offers, and discussions among *customers* about how ...an alias in an E-mail package like Eudora, which lets you send a message to many recipients. To establish a full interactive discourse with *customers*, you'll need a public alias--an address to which anyone can send mail and have it routed to everyone on the mailing list.

Another...

7/K/33
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04591396 SUPPLIER NUMBER: 18651403 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Millennia Plus Pro200. (Micro Electronics) (one of forty-five evaluations of Pentium Pro-based PCs in 'Pentium Pro PCs: Power to the People') (Hardware Review) (Brief Article)

Sep 24, 1996

WORD COUNT: 384 LINE COUNT: 00033

SPECIAL FEATURES: illustration; photograph; table
COMPANY NAMES: Micron Electronics Inc.--Products
DESCRIPTORS: Microcomputers--Evaluation
SIC CODES: 3571 Electronic computers
TRADE NAMES: Micron Electronics Millennia Plus Pro200 (Pentium Pro-based system)
FILE SEGMENT: CD File 275

... parts-and-labor coverage on the CPU and memory. Micron offers 24-hour parts or system replacement and 24-hour, 7-day technical support. A *variety* of *special* service and support *plans* are available in conjunction with the company's third-party service provider. Micron will provide coupons for free upgrades to *customers* who buy systems within 30 days prior to Windows NT 4.0's release.

Millennia Plus Pro200. Direct price: \$4,348. Micron Electronics Inc., Nampa...

7/K/34
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04497447 SUPPLIER NUMBER: 18253298 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Tower Books to launch audiobooks-listening programs. (promotion campaign
will be launched at 20 major Tower Books stores in the US in late June
1996) (Brief Article)**

May 6, 1996

WORD COUNT: 402 LINE COUNT: 00033

COMPANY NAMES: Tower Books Inc.--Marketing

DESCRIPTORS: Publishing industry--Marketing; Audio books--Marketing

PRODUCT/INDUSTRY NAMES: 3652080 (Prerecorded Audio Tapes); 2731800 (Books
NEC)

SIC CODES: 3652 Prerecorded records and tapes; 2731 Book publishing

FILE SEGMENT: MI File 47

... to CD, said Chris Hopson, senior v-p of marketing and advertising for The Tower Group. "From our focus groups, we've found that our *customers* are enthralled with interactive devices," Hopson said. "We've seen that in our record and video departments, and we thought, Why not bring that into the book field?" Tower's version of the *listening* program is *unique*, he *added*: "So far, the only retail listening programs for audiobooks have been either people just playing an audiobook over the store's speakers, which is tacky..."

...re not really getting the flavor of the book. We're transferring a full 30 to 40 minutes of the book onto CD, and the *customer* can access different chapters, as you would on a regular CD player." The actual audiobook jacket will be housed within the unit, so *customers* can see the cover art and read the description on the back.

The selection of titles will initially be updated quarterly, Hopson said, "but as..."

7/K/35

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04408775 SUPPLIER NUMBER: 17922404 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Water for Every Farm: Yeomans Keyline Plan. (book reviews)

Winter, 1995

WORD COUNT: 434 LINE COUNT: 00037

SPECIAL FEATURES: illustration; other; diagram

DESCRIPTORS: Books--Reviews

REVIEWEE: Yeomans, P.A.

FILE SEGMENT: MI File 47

GRADE: A

... needed. The idea of the Keyline Plan is to collect and store forge quantities of runoff water in the soil and in ponds, and to *increase* fertility with *special* tillage techniques and contour-strip *plantings* of trees. Keyline provides for the design of landscapes, communities and cities, as well as farms. Water for Every Farm, a synthesis of several well ...

...road excavation, irrigation, biological soil fertility, water harvesting, and more. In Australia, the system has had a profound, positive effect on land use. Australian agriculture *leads* the rest of the world in landcare techniques because they hit the wall at the end of the conventional, chemical forming road a little before...

7/K/36

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04352863 SUPPLIER NUMBER: 17463847 (USE FORMAT 7 OR 9 FOR FULL TEXT)

What advertisers must tell you about credit.

Sep, 1995

WORD COUNT: 2942 LINE COUNT: 00231

SPECIAL FEATURES: illustration; other
DESCRIPTORS: Truth-in-lending--Laws, regulations, etc.; Consumer credit--
Laws, regulations, etc.; Leases--Laws, regulations, etc.
FILE SEGMENT: MI File 47
STATUTE NAME: Truth in Lending Act

... Payment Schedules for Discounted Variable-Rate Plans. When an advertisement requiring disclosure of the payment schedule promotes a discounted variable-rate loan, rather than a *variable* rate *plan* with no *special* features, the advertised payment *schedule* must show "all" payment amounts that can be determined before consummation of the loan. For example, if the discounted rate is applicable for only one...

...increases thereafter, the advertisement must show a second payment amount based upon the interest rate that would have been in effect at the time the *consumer* becomes contractually obligated on a credit transaction (consummation), except for the discount feature of the loan.

If the reduced rate plan has limits (or "caps..."

7/K/37
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04338297 SUPPLIER NUMBER: 17434237 (USE FORMAT 7 OR 9 FOR FULL TEXT)
State of the states 1995. (includes related article on New York State and a state-by-state financial breakdown)
Sep 26, 1995
WORD COUNT: 20844 LINE COUNT: 01684

SPECIAL FEATURES: illustration; cartoon
DESCRIPTORS: State finance--Management; State governments--Rating
FILE SEGMENT: MI File 47

... taxes.
Managing for Results: B-
A pilot program has launched a dozen agencies into an ambitious new results-oriented measurement effort, with attention to strategic *planning*, *prioritization* of programs, *increased* efficiency and careful charting of effectiveness and *customer* satisfaction. Managers in Aging Services, for instance, have compared the cost per month of in-home versus institutional care for the elderly, and presumably will...

7/K/38
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04269887 SUPPLIER NUMBER: 16218995 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Who's your no. 1 doctor? (use of primary-care physicians over specialists) (includes related articles)
Jan 30, 1995
WORD COUNT: 2955 LINE COUNT: 00235

SPECIAL FEATURES: illustration; photograph
DESCRIPTORS: Physicians (General practice)--Practice; Managed care plans (Medical care)--Management; Obstetricians--Practice
PRODUCT/INDUSTRY NAMES: 8011000 Physicians & Surgeons; 8000151 Preferred Provider Health Plans
SIC CODES: 8011 Offices & clinics of medical doctors; 8000 HEALTH SERVICES
FILE SEGMENT: MI File 47

... a new plan that lets them keep a favorite doctor for primary care but reduces that doctor's referral pool. Families may have to set *priorities* when *changing* *plans*, gathering as many desired *specialists* as possible under one *plan* who are still within the network of a favored primary provider.

Many rural Americans have gotten used to getting basic care from nurse practitioners or...

7/K/39

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04240834 SUPPLIER NUMBER: 16907966 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Reduction in the incidence of human listeriosis in the United States:
effectiveness of prevention efforts?**

April 12, 1995

WORD COUNT: 4888 LINE COUNT: 00448

SPECIAL FEATURES: illustration; table; graph; map

DESCRIPTORS: Listeriosis--Demographic aspects; Food contamination--
Prevention

FILE SEGMENT: MI File 47

... free Seafood Hotline ([800] 332-4010). During 1992, the CDC, FSIS, and FDA prepared and distributed brochures and other educational materials on food safety for *consumers* and *special* populations at *increased* risk for *listeriosis*?[34-38]

RESULTS

Aggregate incidence: 1986 and 1989 Through 1993 Surveillance Areas
Using data obtained from all nine surveillance areas (1986 and 1989 through 1993...)

7/K/40

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04236787 SUPPLIER NUMBER: 16886328 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Justice served. (Richard Justice's reorganization of Hewlett-Packard computer systems unit) (includes related articles) (Cover Story)

May, 1995

WORD COUNT: 3542 LINE COUNT: 00287

SPECIAL FEATURES: illustration; photograph

COMPANY NAMES: Hewlett-Packard Co. Computer Systems Group--Marketing

DESCRIPTORS: Computer industry--Marketing

NAMED PERSONS: Justice, Richard J.--Management

PRODUCT/INDUSTRY NAMES: 3573100 (Computers)

SIC CODES: 3571 Electronic computers

FILE SEGMENT: MI File 47

... required a simultaneous rethinking of training at the company.

When Diaz decided to do away with a regional sales structure in favor of an industry-*specialized* organization, he created a *list* of "fundamental behavior *changes*" that would be necessary for the success of the division. Chuck Battipede, who oversees the training of the division's salesforce, rebuilt the training program around Diaz's new objectives. Among the things Diaz called for was giving salespeople the ability and confidence to influence *customers*' information technology decisions.

H-P sales reps still spend 10 days each year in training. Previously, the bulk of that time was spent learning about...

7/K/41

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04202883 SUPPLIER NUMBER: 16521041 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Educational resource sharing and collaborative training in family practice and internal medicine: a statement from the American Boards of Internal Medicine and Family Practice.

Jan 25, 1995

WORD COUNT: 2495 LINE COUNT: 00216

SPECIAL FEATURES: illustration; table

DESCRIPTORS: Residents (Medicine)--Education; Internal medicine--Study and teaching; Family medicine--Study and teaching

FILE SEGMENT: MI File 47

... discussions about how facilities, faculties, and, patient care can be better utilized. To this end, the boards have modified their requirements for certification to permit *additional* cross-*specialty* training and have developed a *list* of other ways in which educational resources and faculty can be shared. Furthermore, the boards believe that experiments to combine training, such as the two...

...should also be allowed to proceed according to guidelines designed to uphold the standards of each board. We anticipate that implementation of these initiatives will *lead* to more efficient training of generalist physicians, offer additional opportunities to integrate training with specific practice needs ("practice tailoring"), and ultimately result in more comprehensive...

7/K/42

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04191278 SUPPLIER NUMBER: 16003735 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Delivering applications with Lotus Notes. (off-the-shelf Notes programs)

Jan, 1995

WORD COUNT: 2066 LINE COUNT: 00165

COMPANY NAMES: Lotus Development Corp.--Products

DESCRIPTORS: Work group computing--Computer programs; Computer software industry--Products

SIC CODES: 7372 Prepackaged software

TICKER SYMBOLS: LOTS

TRADE NAMES: Lotus Notes (Workgroup software)--Design and construction

FILE SEGMENT: CD File 275

... with a telephone call (via Lotus's optional Phone Notes software).

Groupware Incorporated considers itself less a software vendor than a Notes consulting company. Most *customers* start by trying the basic product and then submitting a *list* of *changes*, such as *special* forms for returning equipment, or links to existing help desk databases. Most sites require somewhere between 5 and 50 hours of consulting time; Groupware suggests...

7/K/43

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03991698 SUPPLIER NUMBER: 13219025 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Risky business: all financial planners are no created equal. (includes related information on education degrees for financial planners)

August-Sept, 1993

WORD COUNT: 2884 LINE COUNT: 00217

SPECIAL FEATURES: illustration; other

DESCRIPTORS: Financial planners--Evaluation

SIC CODES: 6282 Investment advice

FILE SEGMENT: MI File 47

... for a lot of action, you aren't going to be happy with us."

If you need a specialist, make certain you're getting one.

Increasingly, *planners* are *specializing* in one area, such as retirement, investments, or estate-planning. Chicago financial planner Cicily Carson Maton specializes in divorce, but she offers a full range of planning and many of her *clients* continue to use her services after the decree is final. In any event, be certain the firm you choose provides the services you want. If...

7/K/44

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03892338 SUPPLIER NUMBER: 13843160 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Eight freebies. (free personal finance guides) (1993 Forbes Money Guide:
Cost Control)**
June 21, 1993
WORD COUNT: 702 LINE COUNT: 00056

DESCRIPTORS: Personal finance--Bibliography
FILE SEGMENT: MI File 47

... Peat Marwick's "U.S. Taxation of Americans Abroad" (94 pages, 1990). This booklet, available at KPMG Peat Marwick's 135 U.S. offices, also *lists* *various* employment-related tax deductions, *special* rules for self-employed expatriates and summaries of U.S. tax treaties. The publication is free to *clients*. Does your company use some other Big Six firm? Just ask; chances are it hands out a variety of valuable freebies like this one.

Treasurys...

7/K/45

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03867492 SUPPLIER NUMBER: 13309596 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Code of ethics and standards of practice of the National Association of Realtors.
Jan-Feb, 1993
WORD COUNT: 5403 LINE COUNT: 00449

DESCRIPTORS: National Association of Real Estate Brokers--Moral and ethical aspects; Real estate agents and brokers--Moral and ethical aspects; Real estate industry--Moral and ethical aspects
SIC CODES: 6531 Real estate agents and managers; 6500 REAL ESTATE; 8611 Business associations
FILE SEGMENT: MI File 47

... listing; i.e., an exclusive right to sell, an exclusive agency, open listing, or other form of contractual agreement between the listing broker and the *client*, the REALTOR(R) may contact the owner to secure such information and may discuss the terms upon which the REALTOR(R) might take a future listing or, alternatively, may take a listing to become effective upon expiration of any existing *exclusive* *listing*. (*Amended* 11/86)

* Standard of Practice 214

REALTORS(R) shall not use information obtained by them from the listing broker, through offers to cooperate received through...

7/K/46

DIALOG(R)File 47:(c) 2004 The Gale group. All rts. reserv.

03852630 SUPPLIER NUMBER: 13462737
Using the Internet for reference.
Jan, 1993

SPECIAL FEATURES: illustration; table
DESCRIPTORS: Online searching--Services; Reference services (Libraries)--Analysis; Computer networks--Usage
SIC CODES: 7375 Information retrieval services
TRADE NAMES: Internet (Computer network)--Usage
FILE SEGMENT: TI File 148

...ABSTRACT: about their use of the network. One of the most popular

aspects of Internet is the opportunity to interact with colleagues. Difficult questions can be *listed* through *various* *special* forums on Bitnet, and frequently someone else on the system electronically mails a response within a short time. Librarians can also communicate directly with *clients* on the network.

7/K/47

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03813149 SUPPLIER NUMBER: 13510793 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Uncommon human resources: the Newberry Library volunteer program. (Managing Human Resources in Research Libraries)

Fall, 1992

WORD COUNT: 6048 LINE COUNT: 00503

DESCRIPTORS: Newberry Library--Personnel management; Volunteer workers in libraries--Personnel management

FILE SEGMENT: MI File 47

... has had an expanding role in public outreach for the library, taking initiative for the public tour program inaugurated in 1985. Volunteer guides or docents *lead* two tours each week in *addition* to *specially* *scheduled* tours for dignitaries and conference attendees. Docent training covers the history of the library and its major collections, the activities and functioning of its departments...

7/K/48

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03705460 SUPPLIER NUMBER: 12095995 (USE FORMAT 7 OR 9 FOR FULL TEXT)

US prepares for UN Conference on Environment and Development. (United Nations) (Curtis Bohlen address) (Transcript)

March 9, 1992

WORD COUNT: 2399 LINE COUNT: 00200

DESCRIPTORS: United Nations--Environmental policy; Environmental policy-- International aspects

FILE SEGMENT: MI File 47

... point proposal to this end, which has substantial support in at least some of its features.

Protection of marine environment.

We are also taking the *lead* in identifying concrete measures related to protection of the marine environment. The United States has tabled four detailed papers on oceans issues, which formed the...

...activities that threaten survivability of marine species, to protect endangered species, and to promote sustainable fishing practices on the high seas. We have placed high *priority* on an action *plan* to *address* land-based sources of marine pollution, which constitute the major threat to the health of the oceans. Other proposals include greater emphasis on collecting ocean...

7/K/49

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03629161 SUPPLIER NUMBER: 11445300 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The Daily Plan-It! A PIM to take with you when you go. (personal information manager) (mBAllen) (Software Review) (First Looks) (evaluation)

Nov 26, 1991

WORD COUNT: 423 LINE COUNT: 00032

COMPANY NAMES: mBAllen--Products

DESCRIPTORS: Personal information management systems--Evaluation;
Software--Evaluation

SIC CODES: 7372 Prepackaged software

TRADE NAMES: Daily Plan-It (Personal information management system)--
evaluation

FILE SEGMENT: CD File 275

... Recall, you can keep separate company files. And The Daily Plan-It!'s Quick-Pick feature creates appointment and to-do lists associated with individual *clients*. It also handles mail merge, *prioritizes* tasks, resolves *scheduling* conflicts, *adds* recurring events, and has auto-dial. PKZIP is included to enable you to compress and uncompress documents. A TSR version will be ready momentarily; a...

7/K/50

DIALOG(R)File 47:(c) 2004 The Gale group. All rts. reserv.

03617569 SUPPLIER NUMBER: 11270076 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Executive travel. (special advertising section)

Oct 1, 1991

WORD COUNT: 4124 LINE COUNT: 00330

SPECIAL FEATURES: illustration; photograph

DESCRIPTORS: Business travel--Services

FILE SEGMENT: MI File 47

... all the work, including keeping track of company usage. Radisson publishes its rates in an annual directory and guarantees them for the entire year.

The *clientele* served by Nikko Hotels is international, with a heavy business orientation. The hotels are distinguished by their serene Japanese decor and service. Business traveler services include Nikko Executive Touch, or N.E.X.T. The *plan* offers *special* rates and *additional* services to executive of corporations that use Nikko Hotels frequently.

N.E.X.T offers benefits for corporations that include special rates on suites, guaranteed...

7/K/51

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03558702 SUPPLIER NUMBER: 10825807 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Setting health care priorities in Oregon: cost-effectiveness meets the Rule of Rescue.

May 1, 1991

WORD COUNT: 8297 LINE COUNT: 00678

SPECIAL FEATURES: illustration; table

DESCRIPTORS: Oregon--Social policy; Medical care--Needs assessment;
Medicaid--Laws, regulations, etc.

GEOGRAPHIC CODES: NNUSOOR

GEOGRAPHIC NAMES: Oregon

FILE SEGMENT: MI File 47

...ABSTRACT: rankings to low-cost procedures with minimal quality-of-life benefits (tooth capping). It was felt that such formulations ignore the Rule of Rescue. The *revised* *priority* *list* was constructed by categorizing health benefits of various treatments and assigning medical condition-treatment pairs to the categories; cost was eliminated as a factor. The...

...the nation to attempt to expand medical care to all people. Further work to distinguish between different treatments, patient characteristics, and potential benefits is needed. (*Consumer* Summary produced by Reliance Medical Information, Inc.)

7/K/52

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03466911 SUPPLIER NUMBER: 09473251 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Why IS must be a partner in CIM. (computer-integrated manufacturing)
Sept 15, 1990
WORD COUNT: 1275 LINE COUNT: 00099

SPECIAL FEATURES: illustration; photograph; chart
DESCRIPTORS: Computer-integrated manufacturing--Usage; Electronic data interchange--Usage
FILE SEGMENT: CD File 275

... in real time, or at least overnight.

Verified orders must then be quickly converted to shop orders with the requisite amount of material and tool *planning*, *priority* *adjustment*, and shop floor *scheduling*. Shipped goods, at the proper quality level, must then be delivered when the *customer* wants the goods delivered--not before and not after. In a mature CIM environment, internal and external networking, and information systems in general, are more...

7/K/53

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03397246 SUPPLIER NUMBER: 08877687 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Excellence & quality now! (Special Advertising Supplement)
April 16, 1990
WORD COUNT: 2779 LINE COUNT: 00224

SPECIAL FEATURES: illustration; photograph
DESCRIPTORS: Corporate turnarounds--Management; Quality control--Technique
FILE SEGMENT: MI File 47

... It is a pathway others can follow if they have the sustained management commitment of Stouffer Hotel Company.

Walker: Customer Satisfaction Measurements

The "rediscovery" of *customer* satisfaction has led many companies to hope that more smiles and smile training might bring back *customers* who were lost due to poor quality and/or service. What they have not realized is that the ease, speed and correctness of service, not just smiles, is an integral part of the quality evaluation made by each *consumer*. Walker: *Customer* Satisfaction Measurements' president, Allen Paison, notes that his company "recognized very early that for an organization to effectively manage *customer* satisfaction, it must have a comprehensive system for defining *customer* requirements, measuring and benchmarking performance, *prioritizing* action *plans*, implementing *change* and tracking satisfaction over time." In agreement with nearly every quality expert in the land, Paison notes that "implementing such a system requires a total..."

7/K/54

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03396464 SUPPLIER NUMBER: 08456704 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Midsized steps toward automation. (West German 'Mittelstand' small- and medium-sized firms)
April 15, 1990
WORD COUNT: 1744 LINE COUNT: 00139

SPECIAL FEATURES: illustration; photograph
DESCRIPTORS: Small business--Automation; Management information systems--Germany
GEOGRAPHIC CODES: EWGW

GEOGRAPHIC NAMES: Germany, West
FILE SEGMENT: CD File 275

... PCs from Compaq Computer Corp., DGM took its message and its machines on the road to demonstrate IS solutions to the Mittelstand. After interviewing a *customer*, the traveling DGM consultant feeds the resulting data into an expert system that generates a *list* of IS *alternatives*.

The *specialized* expert system software actually sets the parameters for the company's information and then derives a series of IS scenarios from those data. This software...

7/K/55

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03305125 SUPPLIER NUMBER: 07560312 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Work planning and client relations: the IRS improves both. (includes related article on preparing a work-planning agreement) (in-house training for the IRS)

August, 1989

WORD COUNT: 1868 LINE COUNT: 00156

DESCRIPTORS: United States. Internal Revenue Service--Training; Employees, Training of--Case studies; Customer service--Training
FILE SEGMENT: MC File 75

... for determining whether the training organization is meeting its stated goals.

Three months before the start of the fiscal year, training program managers meet with *client* managers and analysts to discuss new training needs. They jointly determine new programs or courses that need to be developed and courses that need to be updated or *revised*, and then set *priorities* for the *list* of projects.

Next, the training person for each project estimates the resources--money, time, and staff--needed to complete it, and then drafts his or...

7/K/56

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03238764 SUPPLIER NUMBER: 07635461 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Business plan basics. (also includes a related article on what turns lenders off)

May-June, 1989

WORD COUNT: 2035 LINE COUNT: 00158

DESCRIPTORS: Corporate mission statements--Analysis; Business plans (New business enterprises)--Technique
FILE SEGMENT: MI File 47

... and institutions with audio equipment as her primary market, and vendors who resell, lease or loan cassettes as a secondary market. She also indicated that *buyers* of human resource development books would be likely *customers* and detailed the the volume of business of various companies selling self-help cassettes whose *customer* lists could be purchased. THE COMPETITION: Many first-time entrepreneurs make a big mistake by neglecting to discuss their competition. You should identify your competitors...

...in human resource development programming, she had an untapped audience for her product. MARKETING STRATEGY: Tell how you plan to sell your product and attract *customers* (advertising, public relations and promotion). The audiocassette entrepreneur, who planned to distribute cassettes through direct mail, stressed the timesaving advantage of catalog shopping for today's busy professional. The natural baby food entrepreneur cited evidence of interest from health food store distributors and *specialty* food brokers. OPERATION AND PRODUCTION *PLANS*: Here you should *address*

how you'll get your product into the marketplace in terms of materials, facilities, labor, manufacturing processes, suppliers and vendors. Briefly describe your product's...

7/K/57

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03078632 SUPPLIER NUMBER: 06312007 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Hemoglobin may be common in plants.
Jan 16, 1988
WORD COUNT: 447 LINE COUNT: 00034

DESCRIPTORS: Hemoglobin--Research; Plant genetics--Research
FILE SEGMENT: MI File 47

... discovery of hemoglobin in the roots of a plant in the elm family. The finding represents the first time hemoglobin has been found in a *plant* lacking *specially* *adapted* "root nodules," and *leads* the researchers to suggest that hemoglobin genes might be present in all plants.

Scientists have for years been puzzled by the presence of hemoglobin, the...

7/K/58

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03008258 SUPPLIER NUMBER: 06104591 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Roughing it with The North Face. (sales meeting; includes related article)
Oct, 1987
WORD COUNT: 1397 LINE COUNT: 00109

SPECIAL FEATURES: illustration; photograph
COMPANY NAMES: North Face--Conferences, meetings, seminars, etc.
DESCRIPTORS: Sales meetings--Management; Sport clothes industry--Management; Sporting goods industry--Management
SIC CODES: 5941 Sporting goods and bicycle shops; 2329 Men's and boys' clothing, not elsewhere classified; 2339 Women's and misses' outerwear, not elsewhere classified; 3949 Sporting and athletic goods, not elsewhere classified
FILE SEGMENT: MI File 47

... Face was built upon; we must, in my view, resist the impulse.'
IMPROVING RELATIONSHIPS

Management did agree, however, with the distributors' criticism of TNF's *customer* service department. The consensus was that *customer* service reps are undervalued and underpaid, don't receive enough training, and aren't kept current on product *updates*, pricing, *special* promotions, delivery dates, and production *schedules*--all the tools they need to do their job.

Klopp attributed many customer service problems to the complexities

7/K/59

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02746338 SUPPLIER NUMBER: 00630776 (USE FORMAT 7 OR 9 FOR FULL TEXT)
In Touch with the Outside World.
Sept. 3, 1985
WORD COUNT: 3609 LINE COUNT: 00276

SPECIAL FEATURES: illustration; -Other; chart
COMPANY NAMES: MCI--Products; Western Union Corp.--Products; Echo--Products
FILE SEGMENT: CD File 275

... listing service, RediList, requires a separate arrangement with Western Union. Up to 250 addresses can be stored in a list, with each address assigned a *customer*-chosen code. The lists are updated by posting *changes* to a *special* EasyLink mailbox.

MCI Mail's *listing* function is accessed through its CREATE LIST command. After typing in the list name, you can type in names and (if the recipients are not...

7/K/60

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02731899 SUPPLIER NUMBER: 03924058 (USE FORMAT 7 OR 9 FOR FULL TEXT)
In touch with the outside world. (evaluation)

Sept 3, 1985

WORD COUNT: 3609 LINE COUNT: 00276

SPECIAL FEATURES: illustration; table

DESCRIPTORS: electronic mail systems--Evaluation

TRADE NAMES: MCI Mail (telephone service)--evaluation; EasyLink
(telephone service)--evaluation; ECHO (telephone service)--evaluation

FILE SEGMENT: MI File 47

... listing service, RediList, requires a separate arrangement with Western Union. Up to 250 addresses can be stored in a list, with each address assigned a *customer*-chosen code. The lists are updated by posting *changes* to a *special* EasyLink mailbox.

MCI Mail's *listing* function is accessed through its CREATE LIST command. After typing in the list name, you can type in names and (if the recipients are not...

7/K/61

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02441562 SUPPLIER NUMBER: 02888110 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Czechoslovakia: sluggish economy dims trade prospects for 1983.

Aug 22, 1983

WORD COUNT: 461 LINE COUNT: 00039

DESCRIPTORS: Export sales contracts--Forecasts; Czechoslovakia--Economic aspects

GEOGRAPHIC CODES: EECS

GEOGRAPHIC NAMES: Czechoslovakia

FILE SEGMENT: MI File 47

... For 1983

The Czechoslovak economy faces zero to negative real growth for the remainder of 1983. Prospects for U.S. exports are limited as Czechoslovak *planners* *adjust* hard-currency import *priorities* to reflect cutbacks in capital investments. They also will allocate hard currency towards retiring the country's relatively modest debt, somewhat under \$3 billion at the end of 1982. With possibilities for imports from the west shrinking, Czechoslovak *purchasers* increasingly treat the United States as the supplier of last resort.

Czechoslovak government statistics on economic performance for the first five months of 1983 suggest...

?log off hold

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18mar04 19:25:22 User260054 Session D15.9
$10.83    2.005 DialUnits File47
          $16.17 77 Type(s) in Format 95 (KWIC)
          $16.17 77 Types
$27.00 Estimated cost File47
$0.99   TELNET
$27.99 Estimated cost this search
$116.19 Estimated total session cost 21.243 DialUnits
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Status: Signed Off. (24 minutes)

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 (c) 2004 Newsday Inc.
File 640:San Francisco Chronicle 1988-2004/Mar 18
 (c) 2004 Chronicle Publ. Co.
File 641:Rocky Mountain News Jun 1989-2004/Mar 17
 (c) 2004 Scripps Howard News
File 702:Miami Herald 1983-2004/Mar 17
 (c) 2004 The Miami Herald Publishing Co.
File 703:USA Today 1989-2004/Mar 18
 (c) 2004 USA Today
File 704:(Portland)The Oregonian 1989-2004/Mar 17
 (c) 2004 The Oregonian
File 713:Atlanta J/Const. 1989-2004/Mar 18
 (c) 2004 Atlanta Newspapers
File 714:(Baltimore) The Sun 1990-2004/Mar 18
 (c) 2004 Baltimore Sun
File 715:Christian Sci.Mon. 1989-2004/Mar 19
 (c) 2004 Christian Science Monitor
File 725:(Cleveland)Plain Dealer Aug 1991-2004/Mar 17
 (c) 2004 The Plain Dealer
File 735:St. Petersburg Times 1989- 2004/Mar 17
 (c) 2004 St. Petersburg Times
File 476:Financial Times Fulltext 1982-2004/Mar 18
 (c) 2004 Financial Times Ltd
File 477:Irish Times 1999-2004/Mar 08
 (c) 2004 Irish Times
File 710:Times/Sun.Times(London) Jun 1988-2004/Mar 17
 (c) 2004 Times Newspapers
File 711:Independent(London) Sep 1988-2004/Mar 18
 (c) 2004 Newspaper Publ. PLC
File 756:Daily/Sunday Telegraph 2000-2004/Mar 15
 (c) 2004 Telegraph Group
File 757:Mirror Publications/Independent Newspapers 2000-2004/Feb 26
 (c) 2004

Set	Items	Description
S1	377665	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) -- (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	147376	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	4042	S1 (7N) S2
S4	53	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) -- PRACTITIONER?) OR PHYSICIAN?)
S5	5813	(ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD- AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	1	S4 AND S5

S7 441 S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? -
OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)

S8 139 S3 AND S5

S9 136 RD (unique items.)

S10 13 S9 AND S7

S11 13 RD (unique items).

? _____

?t s11/free,k/1-13

11/K/1 (Item 1 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

2120709 64746975

40 UNDER FORTY: Adam S. Kaufman
Nov 27, 2000
WORD COUNT: 478
DATELINE: Cleveland Ohio

COMPANY NAMES: Realty One, NAICS:531210
CLASSIFICATION CODES: 8360 (Real estate); 2130 (Executives)
DESCRIPTORS: Awards & honors; Real estate agents & brokers
NAMED PERSONS: Kaufman, Adam S
PRINT MEDIA ID: 17837

TEXT:

...representing at least \$40 million in real estate, compared with \$38 million in 1999. To handle that volume, Mr. Kaufman employs four full-timers with *various* *specialties*: a *buyer*'s agent, a *listings* coordinator, a *marketing* director to handle advertising and a sales director to coordinate follow-up on sales. A part-time runner ferries paperwork.

That "machine," as he calls...

11/K/2 (Item 2 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0846874 98-07229
Ameritech's Clearpath offers cellular extras
PUBL DATE: 970915
WORD COUNT: 366
DATELINE: Detroit, MI, US, North Central

COMPANY NAMES: Ameritech Corp, Chicago, IL, US, DUNS:10-333-0684,
SIC:4812;4813;5065;7372,
CLASSIFICATION CODES: 8330 (Broadcasting & telecommunications); 7000
(Marketing)
DESCRIPTORS: Telephone companies; Cellular telephones; Service introduction

TEXT:

...two-way radio access and messaging on one phone.

Meanwhile, Ameritech has already launched a radio and television advertising campaign to promote digital service. Grossman *added* it's *planning* some *special* *marketing* promotions to get analog cellular *customers* to pick up digital cellular phones.

11/K/3 (Item 3 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0449108 94-01972
Nobility Homes, Inc. announces outstanding fourth quarter and year end sales and proposed acquisition
PUBL DATE: 931109
WORD COUNT: 275
DATELINE: Ocala, FL, US

COMPANY NAMES: Nobility Homes Inc, Ocala, FL, US, DUNS:04-239-2761,
SIC:2451,
Prestige Home Center Inc, FL, US, SIC:5271,
CLASSIFICATION CODES: 8630 (Lumber & wood products industries); 8390

(Retailing industry); 3100 (Capital & debt management); 2330
(Acquisitions & mergers)

DESCRIPTORS: Forest products industry; Prefabricated buildings; Financial statements; Retailing industry; Acquisitions & mergers; South Atlantic

TEXT:

...homes. With the growing number of exclusive Nobility dealers in the state and continued low interest rates, Nobility is reaching more of the family market *buyers*. Management's *plans* *call* for *additional* emphasis on *exclusive* dealer locations in other areas of Florida. Business continues to look strong for the first quarter of fiscal 1994 based on the current economy, improving *consumer* confidence and further expansion of our exclusive dealer network."

11/K/4 (Item 4 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0327335 92-76501

Retail Mall Marketing

PUBL DATE: 920900

WORD COUNT: 1,994

DATELINE: St Louis, MO, US

CLASSIFICATION CODES: 8390 (Retailing industry); 7000 (Marketing)
DESCRIPTORS: Shopping centers; Retailing industry; Business conditions;
Market strategy; Sales promotions; Midwest
NAMED PERSONS: Abrams, Rena; Parks, Christi; Gibson, Sue; Tatlow, Sara
SPECIAL FEATURE: Photo

TEXT:

...advertising strategy with a tenant, proof a layout, design signage or may even meet with a clown or Santa Claus for an upcoming promotion or *special* event," explains Tatlow.

"*Marketing* *plans* and promotions at Crestwood Plaza tend to focus on the St. Louis community and our target market in particular. Our primary *consumer* target market consists of residents of southwest St. Louis County. We *plan* a *variety* of *special* events to incorporate topics that our *customers* are interested in or will benefit and involve our *customers*.

"For instance, Crestwood recently completed a celebration of the 66th anniversary of historic Route 66 because Crestwood Plaza is located on the old Route 66..."

11/K/5 (Item 5 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0171915 90-55424

ONEOK Inc. Reports Year-End Earnings

PUBL DATE: 901018

WORD COUNT: 204

DATELINE: Tulsa, OK, US

COMPANY NAMES: ONEOK Inc, Tulsa, OK, US, DUNS:00-790-7827,
SIC:4923;1311;1321, Ticker:OKE

CLASSIFICATION CODES: 8510 (Petroleum industry); 3100 (Capital & debt management)

DESCRIPTORS: Natural gas industry; Fiscal reports; Southwest

TEXT:

...division revenues (revenues less gas purchase costs) increased

during 1990 to \$219 million, compared with \$214 million in 1989, reflecting more than 13,500 additional *customers*. Total utility volumes of gas sold or delivered under the company's *various* *special* *marketing* *plans* in 1990 *increased* to 240.1 billion cubic feet from 227.8 billion cubic feet in the previous year.

The non-utility Energy Companies of ONEOK division incurred...

11/K/6 (Item 1 from file: 570)

DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

02054143 Supplier Number: 71722730 (USE FORMAT 7 FOR FULLTEXT)

The World at Your Feet. (destination specialist programs) (Statistical Data Included)

Feb 26, 2001

Word Count: 6938

PUBLISHER NAME: Universal Media, Inc.

EVENT NAMES: *360 (Services information)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *4721000 (Travel Agents)

INDUSTRY NAMES: BUSN (Any type of business); TRVL (Travel and Hospitality)

SIC CODES: 4724 (Travel agencies)

NAICS CODES: 56151 (Travel Agencies)

SPECIAL FEATURES: LOB

ADVERTISING CODES: 32 Marketing/Advertising Methods

... Agent Specialist and get a diploma, referrals, dedicated toll-free help lines and support from CTCS. Agents who pass Session Two by presenting their Canada *marketing* *plan* are named Certified Canada *Specialists*. In *addition* to receiving all the benefits as Accredited agents, they have their name and agency announced in the What's New newsletter, are listed in Canada...They also receive a marketing manual, certificate, a page in the wholesale partners' section of the South Africa guidebook, subscription to South Africa Newsletter, an *updated* *list* of wholesalers, *consumer* *leads* and *priority* status for fam trips.

Endorsements: Getting ICTA accreditation

Web Site: www.saspecialist.com

Contact: Tshidi Kgole, Myriad Travel Marketing, 3601 Aviation Blvd., Suite 2100, Manhattan...

11/K/7 (Item 2 from file: 570)

DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01969785 Supplier Number: 65225948 (USE FORMAT 7 FOR FULLTEXT)

WorldWide Media updates gift data. (Brief Article) (Statistical Data Included)

August 28, 2000

Word Count: 202

PUBLISHER NAME: Centaur Publishing Ltd.

COMPANY NAMES: *World Wide Media Group; Kensington Specialists

EVENT NAMES: *480 (Use of services)

GEOGRAPHIC NAMES: *4EUUK (United Kingdom)

PRODUCT NAMES: *3950000 (Pens, Pencils & Related Equip); 7392600 (Marketing Consulting Services)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business)

SIC CODES: 3950 (Pens, Pencils, Office, & Art Supplies); 8742 (Management consulting services)

NAICS CODES: 33994 (Office Supplies (except Paper) Manufacturing); 541614 (Process, Physical Distribution, and Logistics Consulting Services)

SPECIAL FEATURES: INDUSTRY; COMPANY

ADVERTISING CODES: 50 Company Data

(USE FORMAT 7 FOR FULLTEXT)
TEXT:

World Wide Media Group has *updated* the Kensington *Specialists* Corporate Gift *Buyers* *list* and The *Marketing* Guild file. The 100 per cent direct mail-generated list from Kensington Specialists corporate Gift *Buyers* has now grown to 12,403 *buyers*. Kensington Specialists sells a wide range of imprinted pens and diaries via direct mail and *buyers* are said to be targets for all types of business propositions, including office supplies, financial services, publications, seminars, business product catalogues and self-improvement offers...

...commercial and non-profit led organisations. The database is split by delegates at member organisations, 6,538 at (pound)145 per 1,000, lapsed individual *buyers*, 4,515 at (pound)160 per 1,000 and other delegates and buyers, 11,441 at (pound)140 per 1,000. Selections include job...

11/K/8 (Item 3 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01910408 Supplier Number: 62556413 (USE FORMAT 7 FOR FULLTEXT)
2000 HONOMICHL TOP 50.
June 5, 2000
Word Count: 23043
PUBLISHER NAME: American Marketing Association
EVENT NAMES: *600 (Market information - general)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *7392100 (Market Research Services)
INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business)
SIC CODES: 8732 (Commercial nonphysical research)
NAICS CODES: 54191 (Marketing Research and Public Opinion Polling)
ADVERTISING CODES: 41 Agency Financial Data

... United States and Latin America; Tandem Research, focusing on research for the pharmaceutical industry; Product Intelligence, providing ION touch-screen technology for in-person research; *Marketing* *Planning* & Strategy, *specializing* in the development of consulting services using proprietary simulation software; and Motorsearch (acquired in January 2000), serving the automotive industry and international automotive consumer research...offers in-depth educational seminars on marketing research, data analysis, customer satisfaction measurement, employee surveys and qualitative research techniques.

* Burke Strategic Consulting Group (BSCG) helps *clients* optimize organizational performance. The group *specializes* in designing strategic *marketing* *plans* to *increase* *market* effectiveness, streamlining internal processes to deliver optimal quality, *customer* service and profit and increasing employee commitment. BSCG services include employee surveys and selection systems, advanced value management, strategic marketing planning and change management.

* Burke...

11/K/9 (Item 4 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01854983 Supplier Number: 59111310 (USE FORMAT 7 FOR FULLTEXT)
PLATINUM LISTINGS. (companies offering consulting services, mostly related to direct marketing) (Brief Article)
Jan, 2000
Word Count: 3963
PUBLISHER NAME: Intertec Publishing Corporation, A PRIMEDIA Co.
EVENT NAMES: *360 (Services information)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *7392000 (Business & Mgmt Consulting); 7319500 (Direct Marketing Services)
INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business); RETL (Retailing)
NAICS CODES: 54161 (Management Consulting Services); 54186 (Direct Mail

Advertising)
SPECIAL FEATURES: LOB
ADVERTISING CODES: 55 Company Planning/Goals

... customer-driven services. Founded in 1977, the Millard Group Inc. has grown into one of the most established and highly respected companies in the business.

Specialization: *List* management, *list* brokerage and *marketing* services for catalogs, publications and fundraising.

Mokrynski & Associates Inc.

401 Hackensack Avenue
Hackensack, NJ 07601
(201) 488-5656
FAX (201) 488-9225
e-mail: hkupfer@mokrynski.com
<http://www.mokrynski.com>

Contact: Howard Kupfer, Senior Vice President

Specialization: *List* Brokerage and *Alternate* Response Media Programs for over 150 of the Nation's most successful catalog ... customer-driven services. Founded in 1977, the Millard Group Inc. has grown into one of the most established and highly respected companies in the business.

Specialization: *List* management, *list* brokerage and *marketing* services for catalogs, publications and fundraising.

Mokrynski & Associates Inc.

401 Hackensack Avenue
Hackensack, NJ 07601
(201) 488-5656
FAX (201) 488-9225
e-mail: mduke@mokrynski.com
<http://www.mokrynski.com>

Contact: Marlies Duke, Senior Vice President

Specialization: *List* Management and *Alternate* Response Media Programs for over 130 catalog companies covering both domestic and international markets. Our *clients* are assured of:

* Maximum Sales to both traditional and nontraditional market segments

- * Exceeding Aggressive Sales Goals
- * Proven Innovative Marketing Strategies
- * Extensive Report Package
- * Impeccable Customer...

...Smithsonian Catalogue and Tiffany & Co.

NRL Management
100 Union Avenue
Cresskill, NJ 07626
(201) 568-0707
FAX (201) 568-9893

Contact: Monique Braban--V.P. *List* *Marketing* Services--Business/Financial;

Bruce Kimmel--V.P. *List* *Marketing* Services-Consumer

Specialization: Full-service *List* Management company specializing* in Consumer Catalogs, Business to Business Catalogs, Publishers and Financial mailing lists as well as Consumer Package Insert Program. Services include all aspects of List...

...President, Sheldon Zaslansky

- President, Fran Golub - Senior V.P.

List Management, Joann Kropp - Senior V.P.

List Management, Scott Miller - Senior V.P.

General Manager

Specialization: *List* management

Other Services: *List* Brokerage, *Alternative* Media, Modeling and Analytical Services, Free Standing Insert (FSI) Placement, Database Consulting, Proprietary Business and *Consumer* Lists, Database Development Maintenance and On-Line Access, Merge/Purge and NCOA, List Rental Fulfillment, List Enhancement (Business and *Consumer*).

Millard Group Inc.
10 Vose Farm Rd.
Peterborough, NH 03458
(603) 924-9262
FAX (603) 924-7810

Contact: Ben Perez, President; Linda McAleer, Executive Vice Group Inc. has grown into one of the most established and highly respected companies in the business.

Specialization: *List* management, *list* brokerage and *marketing* services for catalogs, publications and fundraising.

Merge/Purge Dupe Elimination
PARAGON DIRECT
8350 N. Steven Road
Milwaukee, WI 53223-3355
(414) 362-1111
FAX: (414...)

11/K/10 (Item 1 from file: 702)
DIALOG(R)File 702:(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

06023292

LISTING HELPS SALES IN SLOW MARKET REALTY AGENTS USUALLY OFFER BEST ALTERNATIVE

SUN April 7, 1991
Word Count: 854

...doesn't want to list with only one agent.

* Exclusive listings. When an owner lists the home for sale with just one agent, that is *called* an *exclusive* *listing*. There are two types of exclusives:

1. *Exclusive* agency. When this type of *listing* is used, the agent earns a sales commission if the listing agent or any other licensed agent locates an acceptable buyer. However, if the homeowner...

...right to sell listing is that it gives the listing agent maximum control over the sale. Agents gladly invest their time and money into selling *exclusive* right to sell properties.

* Multiple *listing*. This *variety* of *exclusive* *listing* is submitted to the local multiple listing service (MLS) for distribution to all member real estate brokers. The MLS is a cooperative organization, often operated by the local Board of Realtors, that gives exclusive listings the widest possible market exposure to agents who may have *buyers* waiting.

The MLS does not receive direct listings from the public. Only exclusive listings submitted by member brokers are accepted. To quickly distribute the listings...

11/K/11 (Item 1 from file: 713)
DIALOG(R)File 713:(c) 2004 Atlanta Newspapers. All rts. reserv.

06277251
MEDICAL PRIORITY LIST HELPS UTILITY MEET SPECIAL NEEDS
Thursday October 3, 1991
Word Count: 263

DESCRIPTORS: PUBLIC; UTILITIES; MEDICINE; EQUIPMENT; BUSINESS; COBB COUNTY

...priority list, a patient must be referred by a physician.

Marietta Power notifies every customer affected by a planned power outage. For people on the *priority* *list*, the utility *calls* to ensure

battery backup is available during the outage, Ms. Lawson said. People without battery backups may be able to go somewhere else during the power interruption. And paramedics can be called if a power failure results in a life-threatening situation.

The *priority* *list* is *updated* weekly, but many *customers* and physicians are unaware of the service, Ms. Lawson said. "We need to get this information out to physicians and patients," she said.

Currently there...
... said. "Our need right now is to find out who in our jurisdiction is in need of this service."

For information about Marietta Power's *priority* *list*, *call* 429-4240.

11/K/12 (Item 1 from file: 476)
DIALOG(R)File 476:(c) 2004 Financial Times Ltd. All rts. reserv.

0005513395 BOADRAQAABFT
Survey of International Direct Marketing (2): Largely uncharted territory ahead - The overall picture in Europe is jumbled
Wednesday, April 18, 1990
Word Count: 1,175

...bases form an area in which European direct marketing clearly lags behind the US - a situation which illustrates a particular European predicament. In the US *specialised* companies *market* statewide *lists*, providing millions of *addresses* broken down according to life-style information, which is supplied voluntarily by *consumers*.

There is no similar Europe-wide data base. The UK has two companies, NDL and BehaviourBank, there is one in the Netherlands but life-style...

11/K/13 (Item 1 from file: 756)
DIALOG(R)File 756:(c) 2004 Telegraph Group. All rts. reserv.

00005486 774133732 (USE FORMAT 7 FOR FULLTEXT)
Bridgeman strikes Canadian connection
Thursday, October 5, 2000
WORD COUNT: 832

COMPANY NAMES: ASSOCIATED BRITISH FOODS PLC; LLOYDS TSB GROUP PLC; WILLIS CORP; SMITH BARNEY SHEARSON; YORKSHIRE WATER PLC; CARBO PLC; HOPKINSONS GROUP PLC; ARLA FOODS AB; ARLA EK FOR; TDG; EUROTUNNEL PLC; BRITISH STEEL PLC; CARADON PLC; BARING ASSET MANAGEMENT INC; BARING PRIVATE ASSET MANAGEMENT LTD; EMI GROUP PLC; EMI INC; TREATT; MERCHANT RETAIL GROUP PLC ; JOHN LEWIS PARTNERSHIP; SLAUGHTER CO; LAND SECURITIES PLC; DCS GROUP PLC; BALTIMORE TECHNOLOGIES LTD; AEGON NV; INDEPENDENT INSURANCE GROUP PLC; CHARTERED INSURANCE INSTITUTE; REXAM PLC; MOSS BROTHERS; GROSS AND CO; DAILY TELEGRAPH; GPC

GEOGRAPHIC NAMES: EUROPE; UNITED KINGDOM; USA; EUROPEAN UNION; WESTERN EUROPE; AMERICAS; NORTH AMERICA

INDUSTRY NAMES: INSURANCE; MANAGEMENT CHANGES; POLITICAL AND PUBLIC AFFAIRS; FINANCIAL SERVICES; COMPANY PROFILES; CORPORATE

EVENT NAMES: COMPANY PROFILES; DISTRIBUTION CHANNELS; INVESTMENT; ORGANISATIONS AND INSTITUTIONS; POLITICAL AND PUBLIC AFFAIRS

...Baltimore Technologies, the e-security, products, services and solution group, has joined the board of the Dublin-based

firm Norkom Technologies, which helps companies predict *customer* behaviour, as a non-executive director. SBS, the *Alternative* Investment *Market*- *listed*

specialist information technology staffing group, has appointed Philip

Holt,
its finance director, as chief operating officer. SIR Michael Jenkins,
former
civil servant and vice-chairman of...
?

t s9/k,free/1-100

9/K, FREE/1 (Item 1 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

2423842 356622071

Merge eFilm Signs Definitive Agreement to Acquire RIS Logic

Jul 9, 2003

WORD COUNT: 815

DATELINE: Milwaukee Wisconsin

COMPANY NAMES: RIS Logic Inc, NAICS:511210

Merge Technologies Inc, Ticker:MRGE, NAICS:511210 334119

CLASSIFICATION CODES: 8302 (Software and computer services); 2330

(Acquisitions & mergers); 9190 (United States)

DESCRIPTORS: Acquisitions & mergers; Software industry

PRINT MEDIA ID: 11947

TEXT:

...We anticipate closing the acquisition of RIS Logic in July and providing an update to our 2003 financial guidance during the second quarter earnings conference *call* scheduled for July 30th. *Additionally*, we *plan* to hold a *special* investors' conference call on Thursday, July 10, 2003 at 9:00 a.m. Central Time to discuss the acquisition and answer investor questions." Information about...

9/K, FREE/2 (Item 2 from file: 635)

DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

2374216 284728871

Wal-Mart in Lakeway looks like tough sell for developer

Feb 7, 2003

WORD COUNT: 813

DATELINE: Lakeway Texas

COMPANY NAMES: Wal-Mart Stores Inc, DUNS:05-195-7769, Ticker:WMT,
NAICS:452112

CLASSIFICATION CODES: 8360 (Real estate); 2400 (Public relations); 9190
(United States)

DESCRIPTORS: Developers; Shopping centers; Site planning; Community
relations

NAMED PERSONS: Walker, Robert; Stauffer, Larry

PRINT MEDIA ID: 33008

TEXT:

...like setting with benches where visitors could watch swans swimming in several ponds throughout the site -- a scenario that drew sarcastic laughter from residents.

In *addition* to boutique and *specialty* shops, *plans* *call* for three restaurants and two 24,000-square-foot office buildings.

The project would take two to three years to finish. Developers say the completed...

9/K, FREE/3 (Item 3 from file: 635)

DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

2293714 134304271

Phoenix Memorial to shift operations, close ER

Jul 5, 2002

WORD COUNT: 899

DATELINE: Phoenix Arizona

COMPANY NAMES: Phoenix Memorial Hospital-Arizona, NAICS:622110
Vanguard Health Systems, NAICS:622110
CLASSIFICATION CODES: 8320 (Health care industry)
DESCRIPTORS: Critical care; Shutdowns; Hospitals; Outpatient care facilities
PRINT MEDIA ID: 14020

TEXT:

...Phoenix Memorial Hospital, Nashville, Tenn.-based Vanguard Health Systems Inc. is shutting down the emergency room and turning the community hospital into a surgical center.

Plans *call* for recruiting more surgical *specialists* and *adding* more surgical services to the 200-bed hospital in south-central Phoenix.

9/K, FREE/4 (Item 4 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

2189825 77259418
THE 'PATIENT DUMPING' LAW
Aug 9, 2001
WORD COUNT: 2,272
DATELINE: Tucson Arizona

COMPANY NAMES: Columbia El Dorado Hospital-Tucson AZ, NAICS:622110
Tucson Medical Center-Arizona, NAICS:622110 621111
Kino Community Hospital, NAICS:622110
CLASSIFICATION CODES: 8320 (Health care industry); 4310 (Regulation)
DESCRIPTORS: Hospitals; State regulation; Patients; Violations
PRINT MEDIA ID: 163

TEXT:

...longer a need for hand surgeons to be on staff at an acute-care hospital that might require them to be part of an on-*call* *speciality* care *schedule*, Taylor said.

He *added*, "In reality, when a hospital needs to fill its on-call roster, they may not have any hand surgeons on staff. Or they have hand...

9/K, FREE/5 (Item 5 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

2120709 64746975
40 UNDER FORTY: Adam S. Kaufman
Nov 27, 2000
WORD COUNT: 478
DATELINE: Cleveland Ohio

COMPANY NAMES: Realty One, NAICS:531210
CLASSIFICATION CODES: 8360 (Real estate); 2130 (Executives)
DESCRIPTORS: Awards & honors; Real estate agents & brokers
NAMED PERSONS: Kaufman, Adam S
PRINT MEDIA ID: 17837

TEXT:

...representing at least \$40 million in real estate, compared with \$38 million in 1999. To handle that volume, Mr. Kaufman employs four full-timers with *various* *specialties*: a buyer's agent, a *listings* coordinator, a *marketing* director to handle advertising and a sales director to coordinate follow-up on sales. A part-time runner ferries paperwork.

That "machine," as he calls...

9/K, FREE/6 (Item 6 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

1098530 00-71150

**Olympus Real Estate and Ceebraid-Signal Acquire Garden-Style Apartment
Community in Palm Beach County**

PUBL DATE: 990824

WORD COUNT: 424

DATELINE: Dallas, TX, US, Southwest

COMPANY NAMES: Olympus Real Estate Corp, Dallas, TX, US, SIC:6531,
Ceebraid-Signal Corp, West Palm Beach, FL, US, SIC:6513,

CLASSIFICATION CODES: 8360 (Real estate)

DESCRIPTORS: REITs; Apartment houses; Real estate sales

TEXT:

...13,000 units primarily in the Southeast and Northeast. The company's expertise is in repositioning multi-family properties in strong submarkets and capturing rental *increases* through *unique*, focused capital improvement *plans* and *marketing* programs.

Olympus Real Estate Corporation, with offices in Dallas and New York, invests in real estate equities, mortgages and securities in major markets throughout the...

9/K, FREE/7 (Item 7 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

1070152 00-36086

**Olympus Real Estate and Ceebraid-Signal Acquire Orlando's Sunset Landing
Apartment Complex**

PUBL DATE: 990513

WORD COUNT: 361

DATELINE: Dallas, TX, US, Southwest

COMPANY NAMES: Olympus Real Estate Corp, Dallas, TX, US, SIC:6531,
Ceebraid-Signal Corp, West Palm Beach, FL, US, SIC:6513,

CLASSIFICATION CODES: 8360 (Real estate)

DESCRIPTORS: Real estate sales; Apartments; Joint ventures

TEXT:

...13,000 units primarily in the Southeast and Northeast. The company's expertise is in repositioning multi-family properties in strong submarkets and capturing rental *increases* through *unique*, focused capital improvement *plans* and *marketing* programs.

Olympus Real Estate Corporation, with offices in Dallas and New York, invests in real estate equities, mortgages and securities in major markets throughout the...

9/K, FREE/8 (Item 8 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

1027568 99-91659

Suit claims SunAmerica bilked Chatfield brokerage

PUBL DATE: 990113

WORD COUNT: 642

DATELINE: Denver, CO, US, Mountain

COMPANY NAMES: Chatfield Dean & Co, Denver, CO, US, SIC:6211,
SunAmerica Inc, Los Angeles, CA, US, DUNS:00-690-2142,
SIC:6311, Ticker:SAI

JWGenesis Financial Corp, Boca Raton, FL, US, SIC:6719;6211,

CLASSIFICATION CODES: 8130 (Investment services); 2330 (Acquisitions & mergers); 4330 (Litigation)

DESCRIPTORS: Stock brokers; Litigation; Financial services; Breach of contract; Debt management; Acquisitions & mergers

TEXT:

...citing a corporate policy that forbids public discussion of litigation. The company has not filed a response in court.

SunAmerica is a financial-services company *specializing* in stock *market*-linked retirement *plans*, known as *variable* annuities. The company controls \$110 billion in assets.

Chatfield Dean, based in Greenwood Village, was formed in 1983 and has grown to be one of...

9/K, FREE/9 (Item 9 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

1023067 99-87135

Port Authority encourages aviation entrepreneurs

PUBL DATE: 981228

WORD COUNT: 444

DATELINE: Jacksonville, FL, US, South Atlantic

COMPANY NAMES: Port Authority-Jacksonville FL, Jacksonville, FL, US,
SIC:9621,

CLASSIFICATION CODES: 8350 (Transportation industry); 1120 (Economic policy & planning)

DESCRIPTORS: Airports; Air transportation industry; Government agencies; Economic development; Entrepreneurs; Startups

TEXT:

...said.

"They are companies that grew up with the community," Pettit noted. "That's what we'd like to see happen in Jacksonville."

The aviation *marketing* *plan*'s top immediate *priority* is to *add* direct passenger flights to major markets such as Boston, Chicago, Denver and Pittsburgh.

Direct service is strong to Jacksonville's major markets but falls off
...

9/K, FREE/10 (Item 10 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

1014978 99-78106

Sweat income

PUBL DATE: 981207

WORD COUNT: 931

DATELINE: Detroit, MI, US, North Central

CLASSIFICATION CODES: 6400 (Employee benefits & compensation)

DESCRIPTORS: Wellness programs; Physical fitness

SPECIAL FEATURE: Photo

TEXT:

...continue throughout the year, including the screening of blood pressure, cholesterol, glucose and PSA levels for the prostate, along with

on-site mammography in a *specially* equipped van that makes *scheduled* *visits*.

A *variety* of stress management programs and seminars, a women's health series, financial planning and even gardening are offered as part of LifeWise. After all, if...

9/K, FREE/11 (Item 11 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0960114 99-22899

Tobacco-leaf diseases return with the rain
PUBL DATE: 980708
WORD COUNT: 971
DATELINE: Louisville, KY, US, South Central

CLASSIFICATION CODES: 8400 (Agricultural industries)
DESCRIPTORS: Tobacco industry; Fungi; Effects; Pesticides
SPECIAL FEATURE: Graph

TEXT:

...1996 being the worst in history - but typically is not a major factor every year.

Nesmith said farmers fight black shank by spraying a chemical *called* Ridomil before planting and while *plants* are young; by *planting* *specially* resistant tobacco *varieties*; by rotating crops; and by carefully sanitizing equipment that moves from infected fields into uninfected ones. Black shank will stunt even resistant plants and reduce...

9/K, FREE/12 (Item 12 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0872372 98-32735
Software firm banks on political outrage
PUBL DATE: 971114
WORD COUNT: 540
DATELINE: Phoenix, AZ, US, Mountain

COMPANY NAMES: Slugbug Software Inc, Phoenix, AZ, US, SIC:7372,
CLASSIFICATION CODES: 8302 (Software and computer services); 2130
(Executives)
DESCRIPTORS: Software industry; Owner operator; Startups
NAMED PERSONS: DuBose, Garry

TEXT:

...a feature that logs into Slugbug through a modem and automatically refreshes the database.

DuBose hopes to generate revenue from sales of the program and *specialized* *add*-on *contact* *lists* such as local politicians and organizations.

Initially, Slugbug plans to advertise on the Internet, eventually targeting talk-radio crowds and readers of national political magazines...

9/K, FREE/13 (Item 13 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0846874 98-07229
Ameritech's Clearpath offers cellular extras
PUBL DATE: 970915
WORD COUNT: 366

DATELINE: Detroit, MI, US, North Central

COMPANY NAMES: Ameritech Corp, Chicago, IL, US, DUNS:10-333-0684,

SIC:4812;4813;5065;7372,

CLASSIFICATION CODES: 8330 (Broadcasting & telecommunications); 7000
(Marketing)

DESCRIPTORS: Telephone companies; Cellular telephones; Service introduction

TEXT:

...two-way radio access and messaging on one phone.

Meanwhile, Ameritech has already launched a radio and television advertising campaign to promote digital service. Grossman *added* it's *planning* some *special* *marketing* promotions to get analog cellular customers to pick up digital cellular phones.

9/K, FREE/14 (Item 14 from file: 635)

DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0679323 96-36518

National retailing chain keys local firm's expansion

PUBL DATE: 960304

WORD COUNT: 507

DATELINE: Buffalo, NY, US, Middle Atlantic

COMPANY NAMES: Highland Glen Products, Buffalo, NY, US, SIC:3999,

CLASSIFICATION CODES: 8600 (Manufacturing industries not elsewhere
classified); 2310 (Planning)

DESCRIPTORS: Manufacturers; Expansion; Contracts; Discount department
stores

TEXT:

...sewn, then metal rings are clamped together.

Sixty-five percent of the company's sales are in retail, and the remainder is in the advertising *specialties* and giveaway *market*.

Mathieson *plans* to *adapt* his key chain emblems and has added designs for trophies, medallions, sports awards and plaques.

Benefiting from Highland Glen's growing sales are the company...

9/K, FREE/15 (Item 15 from file: 635)

DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0633138 95-89627

**Shopping centers : Survival of the snazziest -- Malls get makeovers in
effort to compete**

PUBL DATE: 950913

WORD COUNT: 534

DATELINE: Seattle, WA, US, Pacific

CLASSIFICATION CODES: 8390 (Retailing industry); 7000 (Marketing)

DESCRIPTORS: Shopping centers; Renovation & restoration; Competition;
Market strategy

SPECIAL FEATURE: Photo

TEXT:

...the furniture department is phased out.

At other malls:

SeaTac Mall is awaiting city permit approval for a Trader Joe's, a

California-based discount *specialty* food store. *Plans* also *call* for *additional* parking and a new anchor store, most likely JC Penney or Gottschalks, within two years. Talbots, Petite Sophisticates and Ecco clothing stores all recently opened...

9/K, FREE/16 (Item 16 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0567394 95-23098

Variflex introduces high-end, aggressively priced line of action sports products

PUBL DATE: 950201

WORD COUNT: 753

DATELINE: Moorpark, CA, US

COMPANY NAMES: Variflex Inc, Moorpark, CA, US, SIC:5091,

CLASSIFICATION CODES: 8600 (Manufacturing industries not elsewhere classified); 7500 (Product planning & development)

DESCRIPTORS: Manufacturers; Sporting goods; Product lines; Product introduction; Trade shows; Pacific

TEXT:

...market. We created the STATIC brand to represent our high-end products since we felt this would be more appealing to the sporting goods and *specialty* *market*."

Variflex *plans* to use its existing manufacturers' representative force, which has established strong relationships with top sporting goods retailers coupled with a direct mailing to reach the...

9/K, FREE/17 (Item 17 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0528984 94-83618

MCI launches networkMCI BUSINESS

PUBL DATE: 940912

WORD COUNT: 997

DATELINE: New York, NY, US

COMPANY NAMES: MCI Communications Corp, Washington, DC, US,
DUNS:04-476-0643, SIC:4899, Ticker:MCIC

CLASSIFICATION CODES: 8302 (Software and computer services); 8330
(Broadcasting & telecommunications); 7500 (Product planning & development)

DESCRIPTORS: Software industry; Telephone companies; Product introduction; Telecommunications; Middle Atlantic

TEXT:

...MCI.

-- faxMCI: This application allows businesses to send and receive faxes from a PC in any Windows application. faxMCI features include fax broadcast capability, an *address* book and *scheduling* options.

-- *marketplaceMCI*: A feature *unique* to networkMCI BUSINESS, this is a new multimedia on-line catalog and business purchasing service. It offers businesses a new way to distribute product information...

9/K, FREE/18 (Item 18 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0485015 94-38895

Former Clay hospital reopens as long-term acute-care center

PUBL DATE: 940325

WORD COUNT: 371

DATELINE: Jacksonville, FL, US

COMPANY NAMES: Clay Memorial Hospital-Green Cove Springs FL, Green Cove
Springs, FL, US, SIC:8062,
Vencor Hospital-North Florida-Green Cove Springs, Green Cove
Springs, FL, US, SIC:8062,

CLASSIFICATION CODES: 8320 (Health care industry); 2330 (Acquisitions &
mergers)

DESCRIPTORS: Hospitals; Acquisitions & mergers; Target markets; South
Atlantic

SPECIAL FEATURE: Map

TEXT:

...Simpson said Vencor Hospital will also take wound-care patients as
well as stroke patients in need of long-term rehabilitation.

Vencor Hospital won't *change* *Specialty* Hospital's *marketing*
plan, Ford said. In fact, having another long-term care hospital will
increase the awareness of such facilities among hospitals, and that's a
positive, he...

9/K, FREE/19 (Item 19 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0449108 94-01972

**Nobility Homes, Inc. announces outstanding fourth quarter and year end
sales and proposed acquisition**

PUBL DATE: 931109

WORD COUNT: 275

DATELINE: Ocala, FL, US

COMPANY NAMES: Nobility Homes Inc, Ocala, FL, US, DUNS:04-239-2761,
SIC:2451,

Prestige Home Center Inc, FL, US, SIC:5271,

CLASSIFICATION CODES: 8630 (Lumber & wood products industries); 8390
(Retailing industry); 3100 (Capital & debt management); 2330
(Acquisitions & mergers)

DESCRIPTORS: Forest products industry; Prefabricated buildings; Financial
statements; Retailing industry; Acquisitions & mergers; South Atlantic

TEXT:

...growing number of exclusive Nobility dealers in the state and
continued low interest rates, Nobility is reaching more of the family
market buyers. Management's *plans* *call* for *additional* emphasis on
exclusive dealer locations in other areas of Florida. Business continues
to look strong for the first quarter of fiscal 1994 based on the current
economy, improving...

9/K, FREE/20 (Item 20 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0386106 93-37287

Governor's ideas are a welcome development

PUBL DATE: 930321

WORD COUNT: 817

DATELINE: San Bernardino, CA, US

CLASSIFICATION CODES: 1120 (Economic policy & planning)

DESCRIPTORS: Government agencies; Public officials; Economic development;
Pacific

NAMED PERSONS: Wilson, Pete

SPECIAL FEATURE: Drawing

9/K, FREE/20 (Item 20 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0386106 93-37287

Governor's ideas are a welcome development
PUBL DATE: 930321
WORD COUNT: 817
DATELINE: San Bernardino, CA, US

CLASSIFICATION CODES: 1120 (Economic policy & planning)
DESCRIPTORS: Government agencies; Public officials; Economic development;
Pacific
NAMED PERSONS: Wilson, Pete
SPECIAL FEATURE: Drawing

TEXT:

...amendments that have not kept current with the state's needs, is slated for overhaul. Reinforced and strengthened by the governor's proposals, the so-*called* local comprehensive *plan* would incorporate many *special*-purpose *planning* requirements that, when *addressed* separately today, drive up the costs of planning without noticeable improvement in overall quality of life.

Likewise, the California Environmental Quality Act has increasingly come under...

9/K, FREE/21 (Item 21 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0327335 92-76501
Retail Mall Marketing
PUBL DATE: 920900
WORD COUNT: 1,994
DATELINE: St Louis, MO, US

CLASSIFICATION CODES: 8390 (Retailing industry); 7000 (Marketing)
DESCRIPTORS: Shopping centers; Retailing industry; Business conditions;
Market strategy; Sales promotions; Midwest
NAMED PERSONS: Abrams, Rena; Parks, Christi; Gibson, Sue; Tatlow, Sara
SPECIAL FEATURE: Photo

TEXT:

...advertising strategy with a tenant, proof a layout, design signage or may even meet with a clown or Santa Claus for an upcoming promotion or *special* event," explains Tatlow.

"*Marketing* *plans* and promotions at Crestwood Plaza tend to focus on the St. Louis community and our target market in particular. Our primary consumer target market consists of residents of southwest St. Louis County. We *plan* a *variety* of *special* events to incorporate topics that our customers are interested in or will benefit and involve our customers.

"For instance, Crestwood recently completed a celebration of...

9/K, FREE/22 (Item 22 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0235690 91-58739
County Connection Announces Plans in the Event of BART Strike
PUBL DATE: 910830
WORD COUNT: 357
DATELINE: Concord, CA, US

CLASSIFICATION CODES: 1120 (Economic policy & planning); 6300 (Labor

relations)
DESCRIPTORS: Mass transit; Strikes; Customer services; Pacific

TEXT:

The Central Contra Costa Transit Authority (The County Connection) has announced contingency plans for added services in the event of a BART strike.

The following *special* services are *planned* and are in *addition* to the transit agency's regular route services in Central Contra Costa.

The contingency *plan* *calls* for *special* express bus services between the BART stations in central Contra Costa (Concord, Walnut Creek, Lafayette and Orinda) and the MacArthur BART station in Oakland. Riders...

9/K, FREE/23 (Item 23 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0227847 91-50847
TwinPorts Backers Say TJ Exzpansion Isn't Enough
PUBL DATE: 910701
WORD COUNT: 1,173
DATELINE: San Diego, CA, US

CLASSIFICATION CODES: 8350 (Transportation industry); 2310 (Planning)
DESCRIPTORS: Airports; Site planning; Expansion; Pacific

TEXT:

...4,300 feet between runways the FAA requires for simultaneous landings. This would be especially important as global commerce and the number of overseas flights *increases*, he said.

Special border crossing

Mexico's expansion *plans* *call* for U.S. cooperation in construction of a privately run, international passenger and cargo crossing at the border. But, Abrams said, there will be opposition...

9/K, FREE/24 (Item 24 from file: 635)
DIALOG(R)File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0222325 91-45108
Solano Banks on Waterfront Growth
PUBL DATE: 910617
WORD COUNT: 1,640
DATELINE: Benicia, CA, US

COMPANY NAMES: Martin Group, Emeryville, CA, US, SIC:6552,
CLASSIFICATION CODES: 8360 (Real estate); 1120 (Economic policy & planning)
; ; ;
DESCRIPTORS: Pacific ; Real estate developments; Waterfronts;
Economic development

TEXT:

...as close to ready as possible so a developer could walk in, submit plans and not be looking at paying gil these public costs," she *added*.

The project master *plan* *calls* for offices, apartments and *specialty* retail shops to be built along the public walkways in a pedestrian-oriented development. Plans also include a 1-acre waterfront park.

To help address...

9/K, FREE/25 (Item 25 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0221169 91-43943

Bar Association Works Out Kinks in Pro Bono Plan
PUBL DATE: 910506
WORD COUNT: 1,011
DATELINE: Rochester, NY, US

CLASSIFICATION CODES: 8305 (Professional services not elsewhere classified)
DESCRIPTORS: Legal services; Volunteers; Regulatory agencies; Middle
Atlantic

TEXT:

...the fund sponsors "tell me the check's in the mail," but Keigher has waited to begin operations until the money is in hand.

In *addition*, the action *plan* *calls* for establishment of *special* legal learns to provide alternatives to the courtroom. Committees including representatives from social service agencies, real estate interests and local utilities could find ways to...

9/K, FREE/26 (Item 26 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0218006 91-40773

Bronfmans Plan to Take Edper Private
PUBL DATE: 910524
WORD COUNT: 462
DATELINE: Toronto, ONT, Canada

COMPANY NAMES: Edper Enterprises Ltd, Toronto, ONT, Canada,
DUNS:20-735-8243, SIC:6712;6722, Ticker:EDP.A
CLASSIFICATION CODES: 8130 (Investment services); 3100 (Capital & debt management)
DESCRIPTORS: Investment companies; Treasury stock; Ontario

TEXT:

...bought into the stock I'd like to applaud," said a Burns Fry broker. "It's certainly better than what happened with Campeau Corp."

Walt *called* the *plan* *unique*. He *added* that management came up with the idea. "Edward Bronfman did not oppose the plan."

The major corporate investments of Edper -- the senior holding company in...

9/K, FREE/27 (Item 27 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0182735 91-03905

Distress for Success
PUBL DATE: 901000
WORD COUNT: 1,376
DATELINE: Boston, MA, US

COMPANY NAMES: Howland Development Corp, Wilmington, MA, US,
DUNS:06-123-5586, SIC:6552,
CLASSIFICATION CODES: 8360 (Real estate); 3100 (Capital & debt management)
DESCRIPTORS: Developers; Foreclosure; Financing; New England
NAMED PERSONS: Hall, Mark

SPECIAL FEATURE: Drawing

TEXT:

...has shifted its business from constructing new buildings to helping banks wipe the plethora of troubled properties off their books. Troubled development specialists, dubbed "workout" *specialists*, develop *marketing* or business *plans* for banks that want to unload slow moving, often vacant property. In short, they assist in the overall "working out" of troublesome projects and properties...of the vacant space was leased in five weeks, and the rest was gobbled up before school started in the fall, according to Hall.

In *addition* to revamping *marketing* *plans*, workout property *specialists* must make sure that needed permits are in place. When a developer runs into problems, securing financing becomes a higher priority than dealing with various...

9/K, FREE/28 (Item 28 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0176555 90-60135

Leather Center Launches a Three-Year Expansion Plan

PUBL DATE: 901109

WORD COUNT: 257

DATELINE: Carrollton, TX, US

COMPANY NAMES: Leather Center Inc, Carrollton, TX, US, DUNS:05-682-6449,
SIC:2512;5712,

CLASSIFICATION CODES: 8630 (Lumber & wood products industries); 2310
(Planning)

DESCRIPTORS: Furniture industry; Expansion; Long term planning; Southwest

TEXT:

...the nation's 500 fastest-growing private companies, projects similar sales for 1990 and sales of \$70 million for 1991.

The company presently has 27 *specialty* units in 12 *markets* and *plans* to *add* 73 stores over the next several years, Bouldin said.

Initial plans call for the chain to expand into markets it presently occupies, which include Dallas...

9/K, FREE/29 (Item 29 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0171915 90-55424

ONEOK Inc. Reports Year-End Earnings

PUBL DATE: 901018

WORD COUNT: 204

DATELINE: Tulsa, OK, US

COMPANY NAMES: ONEOK Inc, Tulsa, OK, US, DUNS:00-790-7827,
SIC:4923;1311;1321, Ticker:OKE

CLASSIFICATION CODES: 8510 (Petroleum industry); 3100 (Capital & debt management)

DESCRIPTORS: Natural gas industry; Fiscal reports; Southwest

TEXT:

...compared with \$214 million in 1989, reflecting more than 13,500 additional customers. Total utility volumes of gas sold or delivered under the company's *various* *special* *marketing* *plans* in 1990 *increased* to 240.1 billion cubic feet from 227.8 billion cubic feet in the previous

year.

The non-utility Energy Companies of ONEOK division incurred...

9/K, FREE/30 (Item 30 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0166433 90-49646

Hotel Caterers: Ranked by Gross Catering Revenues

PUBL DATE: 900924

WORD COUNT: 2,653

DATELINE: LA, US

CLASSIFICATION CODES: 8380 (Hotels & restaurants); 3100 (Capital & debt management)

DESCRIPTORS: Food service; Corporate rankings; Revenue; Southwest

SPECIAL FEATURE: Table

TEXT:

...TELEPHONE:	467-5611
NAME:	Howard Johnson Galleria Plaza
ADDRESS:	2261 N. Causeway Blvd.
	Metairie 70001
CATERING REVENUES:	\$282,000
OFF-PREMISE CATERING:	no
CUISINE OFFERED:	*Varied* menu
SPECIALTIES:	Executive meeting *planner* packages
CATERING *CONTACT*:	Carol Vicknair
POSITION/TITLE:	director of catering
TELEPHONE:	833-8211
NAME:	Bayou Plaza Hotel
ADDRESS:	4040 Tulane Ave.
	New Orleans 70119
CATERING REVENUES:	\$280,000...

9/K, FREE/31 (Item 31 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0135467 90-18201

Competition for Oldies-Radio Listeners Heats Up

PUBL DATE: 900416

WORD COUNT: 998

DATELINE: Detroit, MI, US

COMPANY NAMES: WOMC-FM, Ferndale, MI, US, SIC:4832,
WKSG-FM, Mt Clemens, MI, US, SIC:4832,
CKMR-FM, Windor, MI, US, SIC:4832,
WHND-AM, Royal Oak, MI, US, SIC:4832,
WMTG-AM, Dearborn, MI, US, SIC:4832,

CLASSIFICATION CODES: 8330 (Broadcasting & telecommunications); 7000
(Marketing)

DESCRIPTORS: Radio stations; Market segments; Market shares; Competition;
Market strategy; Advertising rates; North Central

SPECIAL FEATURE: Photo

TEXT:

...to-7-p.m. lineup, hired a new disc jockey and moved another disc jockey into a different time slot.

The station is doing more *specials* aimed at *increasing* *listener* involvement. For example, *listeners* who *call* the station and sing a song on the air are rewarded by hearing the real song played.

Last Thursday, WKSG broadcast from a store near...

9/K, FREE/32 (Item 32 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0074857 88-33110

Expanded Horizons

PUBL DATE: 881100

WORD COUNT: 944

DATELINE: Sarnia, ONT, US

COMPANY NAMES: Polysar Ltd, Sarnia, ONT, Canada, SIC:3079;2821;5085,
Ticker:T.PY
Nova-An Alberta Corp, Calgary, ALT, Canada, DUNS:20-074-3466
, SIC:1311;1382;4923;2911;8731,

CLASSIFICATION CODES: 8640 (Chemical industry); 2330 (Acquisitions &
mergers); 1300 (International trade & foreign investment); 7000
(Marketing)

DESCRIPTORS: Petrochemicals industry; Acquisitions & mergers; Corporate
planning; Multinational corporations; Market penetration; Product
development; Free trade; Target markets

NAMED PERSONS: Bentley, Firman

SPECIAL FEATURE: Photo

TEXT:

...the thrust into new market niches.

Polysar's U.S. components play a big part in the company's drive to
secure those new, value-*added* product *markets*. One *plant* there will
be working on *specialized* plastics, a research group will be working on
degradable plastics for commerical use, and a newly-expanded plant is
producing a heat and oil resistant...

9/K, FREE/33 (Item 33 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0068534 88-26751

Pacific Bell Directory in California Introduces The SMART Resource Center

PUBL DATE: 880919

WORD COUNT: 499

DATELINE: Walnut Creek, CA, US

COMPANY NAMES: Pacific Bell, San Francisco, CA, US, DUNS:10-340-1618,
SIC:4811,

CLASSIFICATION CODES: 8690 (Publishing industry)

DESCRIPTORS: Publishing industry; Telephone service; Information retrieval;
WATS; Prices; Data bases; Product lines; Pacific

TEXT:

...and AT&T 800 Toll-Free Consumer and Business directories. Prices
range from approximately \$9 to \$46 plus shipping and handling charges and
applicable tax;

--*Specialty* white pages *listings*, *called* Street *Address*
Telephone Directories. Published by Pacific Bell in 38 regional editions
covering California, the listings are organized in
street-address-and-telephone-number order and printed...

9/K, FREE/34 (Item 34 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0043621 88-01044

Can Independent Software Writers Still Make It Big on Their Own? Well, . . .

PUBL DATE: 871130
WORD COUNT: 1,455
DATELINE: San Francisco, CA, US

COMPANY NAMES: Broderbund Software Inc, San Rafael, CA, US,
DUNS:03-921-5454, SIC:Ticker:7372
Channelmark Corp, San Mateo, CA, US, SIC:Ticker:7372;5961
CLASSIFICATION CODES: 8302 (Software and computer services); 7400
(Distribution)
DESCRIPTORS: Software; Entrepreneurs; Direct marketing; Distributors;
Pacific; Programmers
NAMED PERSONS: Fremont, Mike; Goldsmith, Dan; Whelan, Carol; Benson, Robert
SPECIAL FEATURE: Photo

TEXT:

...plans to explore packaging her program with hardware or software dealers who sell to brokerages. Or she may look at entering a partnership with a *marketing* *specialist*.

Whelan *plans* to *modify* the program to offer specialized versions for real estate and insurance brokers and to advertise those products in trade publications.

Broker's Choice sells for...

9/K, FREE/35 (Item 35 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0039972 87-18683
Outerbelt a Project to Be Seen Into 21st Century
PUBL DATE: 871019
WORD COUNT: 1,019
DATELINE: Charlotte, NC, US
CLASSIFICATION CODES: 1120 (Economic policy & planning)
DESCRIPTORS: Highway construction; Construction costs; Environmental impact statements; State government agencies; Financing; South Atlantic
NAMED PERSONS: Hurlbut, Don; Modlin, David

TEXT:

...is tentative. It's included in the state's Transportation Improvement Program which is updated annually. The next report is due any day and could *change* funding *priorities*.

Right now, the *schedule* *calls* for the construction of the stretch between Highway 51 and Providence Road to start in late 1995 and the rest of the leg to East...

9/K, FREE/36 (Item 36 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0015476 86-06157
Convention Business Heats Up in Palm Springs
PUBL DATE: 860414
WORD COUNT: 1,299
DATELINE: Palm Springs, CA, US
CLASSIFICATION CODES: 1120 (Economic policy & planning); 8360 (Real estate)
DESCRIPTORS: Economic development; Renovations; Convention centers; Local government; Economic planning; Shopping centers
NAMED PERSONS: Lynch, Tom; Bogert, Frank

TEXT:

...of 1987, the Convention Center will have 130,000 square feet of

meeting and exhibit space, with a lecture hall, full catering kitchen and other *specialty* areas. *Plans* *call* for an *additional* 46,000 square feet to be added in the future.

Tom Lynch, whose Economic Development team kept the project alive through months of setbacks, says...

9/K, FREE/37 (Item 37 from file: 635)
DIALOG(R) File 635:(c) 2004 ProQuest Info&Learning. All rts. reserv.

0014618 86-05299

Finances in Red; City's Symphony Plays the Blues

PUBL DATE: 860331

WORD COUNT: 887

DATELINE: Phoenix, AZ, US

CLASSIFICATION CODES: 8300 (Service industries not elsewhere classified);
3100 (Capital & debt management)

DESCRIPTORS: Nonprofit organizations; Music industry; Directors; Fund
raising; Deficit financing; Community relations

NAMED PERSONS: Contee, Richard; Timko, John

SPECIAL FEATURE: Photo

TEXT:

...least \$5,000 in "new" cash gifts from other sources. Board members will also attempt to donate or raise additional cash for designated purposes and *special* events.

Plans also *call* for *additional* performances to bring in more money. "Our budget will probably grow on the expense side . . . and our ability to match that with revenue is enhanced..."

9/K, FREE/38 (Item 1 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

02381777 Supplier Number: 107122920 (USE FORMAT 7 FOR FULLTEXT)

**Location makes driving easy at new golf community. (Advertising Supplement
to the San Diego Business Journal) (new housing starts)**

July 28, 2003

Word Count: 781

PUBLISHER NAME: CBJ, L.P.

COMPANY NAMES: *Greystone Homes Inc. Marketing

DESCRIPTORS: *Dwellings--Marketing Dwellings--Statistics Housing--
Marketing Housing--Statistics San Diego County, California--Homes and
haunts

EVENT NAMES: *240 (Marketing procedures); 680 (Labor Distribution by
Employer)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *1520010 (Housing incl Mobile Homes)

INDUSTRY NAMES: BUSN (Any type of business); REG (Business, Regional)

SIC CODES: 1520 (Residential Building Construction)

NAICS CODES: 2332 (Residential Building Construction)

... Ranch. Follow the signs to the information trailer. Homes may be previewed daily from 10 a.m. For further details or to have your name *added* to the growing *priority* *list*, please *call* (760) 751-8373.

Cristina Walters is principal with C&M Communique, representatives of Greystone Homes. For further information on Hidden Ranch or other Greystone communities...

9/K, FREE/39 (Item 2 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

02249288 Supplier Number: 86436118 (USE FORMAT 7 FOR FULLTEXT)

Exclusive incentive at Inter-Continental and Crowne Plaza Hotels and Resorts. (Advertisement). (\$500 in American Express Gift Cheques for meeting planners) (Brief Article)

Nov 12, 2001

Word Count: 264

PUBLISHER NAME: VNU eMedia, Inc.

COMPANY NAMES: *Inter-Continental Hotels and Resorts_Marketing; Crowne Plaza Hotels and Resorts_Marketing

DESCRIPTORS: *Hospitality industry--Marketing Hotels and motels--Marketing

EVENT NAMES: *240 (Marketing procedures)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *7010000 (Lodging & Tourist Services); 7011000 (Hotels & Motels)

INDUSTRY NAMES: BUSN (Any type of business); INTL (Business, International); TRVL (Travel and Hospitality)

SIC CODES: 7000 (HOTELS AND OTHER LODGING PLACES); 7011 (Hotels and motels)

NAICS CODES: 721 (Accommodation); 72111 (Hotels (except Casino Hotels) and Motels)

... used toward future meetings.

As recognized leaders in the meetings arena, Inter-Continental and Crowne Plaza Hotels and Resorts offer quality facilities and services. For *additional* information about this *exclusive* promotion or to *plan* a meeting, *planners* can *visit* www.meetingoptions.com or call toll-free at 1-800-MEETING.

To receive the \$500 American Express Gift Cheque bonus, planners must submit a copy...

9/K, FREE/40 (Item 3 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

02229129 Supplier Number: 85479914 (USE FORMAT 7 FOR FULLTEXT)

VERSACE TAPS EINHORN IN PUSH FOR EXPANSION. (Brief Article)

April 17, 2002

Word Count: 763

PUBLISHER NAME: Fairchild Publications, Inc.

COMPANY NAMES: *Gucci Group_Officials and employees; Gianni Versace S.p.A._Officials and employees

DESCRIPTORS: *Clothing industry--Officials and employees

EVENT NAMES: *220 (Strategy & planning)

GEOGRAPHIC NAMES: *4EUIT (Italy); 1USA (United States)

NAMED PERSONS: Einhorn, Jake_Selection, appointment, resignation, etc.

PRODUCT NAMES: *2300000 (Apparel & Related Products)

INDUSTRY NAMES: BUSN (Any type of business); FASH (Fashion, Accessories and Textiles); RETL (Retailing)

SIC CODES: 2300 (APPAREL AND OTHER TEXTILE PRODUCTS)

NAICS CODES: 315 (Apparel Manufacturing)

... of production and distribution, by 2003.

At the same time, Versace stated that he wanted the company to remain independent and that seeking a stock *marketing* *listing* "wasn't a *priority*." He *added* that "the company will be in the position to build its own fashion group in the medium term."

As reported in WWD in early March...

9/K, FREE/41 (Item 4 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

02174260 Supplier Number: 80928584 (USE FORMAT 7 FOR FULLTEXT)

Online Ad Growth Beats Broadcast, Print - Gartner.

Dec 19, 2001

Word Count: 379

PUBLISHER NAME: Newsbytes News Network

EVENT NAMES: *242 (Advertising); 604 (Market share); 010 (Forecasts, trends, outlooks)

GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *4811520 (Online Services)
INDUSTRY NAMES: BUSN (Any type of business); CMPT (Computers and Office Automation); TELC (Telecommunications)
SIC CODES: 4822 (Telegraph & other communications)
NAICS CODES: 514191 (On-Line Information Services)
ADVERTISING CODES: 85 Industry Market Data; 66 New Media

... that base to advertisers and expand into other forms of advertising, Gartner said, noting that up to 80 percent of agency proposal requests seek integrated *marketing* *plans*.

"Advertisers are *increasingly* demanding *unique*, creative, integrated advertising programs that require online media properties to expand into other forms of interactive media such as interactive TV, wireless and kiosks," Garcia...

9/K, FREE/42 (Item 5 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

02168075 Supplier Number: 80534325 (USE FORMAT 7 FOR FULLTEXT)
Music & sound products: suppliers of: amplifiers, band & orchestral products; cases; DJ products; fretted instruments; percussion products; recording equipment; sound reinforcement equipment; synthesizers & related MIDI and electronic music products; karaoke hardware; general accessories, also, music distributors.

Nov, 2001

Word Count: 123078

PUBLISHER NAME: Music Trades Corp.

INDUSTRY NAMES: ARTS (Arts and Entertainment); BUSN (Any type of business)

... clocks, watches, exclusive "Phantom of the Opera," and "Grateful Dead" souvenirs, coffee mugs, license plates, and much more. The A.I.M. full-color catalog *lists* over 5,999 music gift items, with new products being introduced every month. A.I.M. provides same-day shipping and has no minimum order...R. Musical Enterprises has been serving the music industry for over 28 years and was developed to fill the distribution and service needs of the *marketplace* with a *variety* of popular musical instruments and accessories. In November 1998 Bill Wissel, serving as executive vice-president for over ten years, acquired the company from founder... 9643. Email: music@chem-pak.com. Website: www.chem-pak.com. G.P. "Pete" Duane Jr., president.

Manufacturer of a complete line of chemical aerosol *specialties* for the music industry, *marketed* under trademarks "Tone" and "Finger-Ease" and available through wholesalers/distributors.

CHESBRO MUSIC CO.--327 Broadway, P.O.Box 2009, Idaho Falls, Idaho 83403-2009...

9/K, FREE/43 (Item 6 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

02163571 Supplier Number: 80222181 (USE FORMAT 7 FOR FULLTEXT)
Exploring new territory: national geographic channel enters domestic cable jungle (Programming).
Jan 1, 2001
Word Count: 1112
PUBLISHER NAME: PRIMEDIA Business Magazines & Media
INDUSTRY NAMES: BUSN (Any type of business); INTL (Business, International); TELC (Telecommunications)

... events. We have the resources, and there is always something exciting going on at the society," says VP of programming Christine Kuppens, who notes that *plans* *call* for the Pearl Harbor *special* to be *updated* further in time for the 60th anniversary Dec. 7.

9/K, FREE/44 (Item 7 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

02135357 Supplier Number: 78478103 (USE FORMAT 7 FOR FULLTEXT)
Specialty Ag Publications. (Marketing Services Guide to agriculture periodicals)
Sept, 2001
Word Count: 1324
PUBLISHER NAME: Doane Information Service
EVENT NAMES: *330 (Product information)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *2721310 (Business & Trade Publications); 0101000 (Agriculture)
INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); AGRI (Agriculture, Fishing and Tobacco); BUSN (Any type of business)
SIC CODES: 2721 (Periodicals)
NAICS CODES: 51112 (Periodical Publishers); 111 (Crop Production)
SPECIAL FEATURES: LOB
ADVERTISING CODES: 23 Print Media

... producers. VB&M presents production marketing and management information for California and Arizona's commercial vegetable, berry and melon growers.
Other services: Farm Progress offers *specialized* services for marketers that include *list* rental and custom publishing. Each crop is available for custom data profiling. Farm Progress publishes custom publications for many regional and national crop organizations.

Publisher...1137

FARM PROGRESS

Audience: Editors produce local editorial coverage for peanut production and marketing in each of the crop's growing regions
Other services: Offers *specialized* services for *marketers*, *list* rental and custom publishing; custom data profiling; custom publications for many regional and national crop organizations.
Editors: Alabama Farmer & Georgia Farmer (Donna Sandusky, dsandusky@farm...growers, foliage growers and landscapers
Audience: Serving the southern ornamental horticulture industry
Editorial mission: Ornamental Outlook provides its grower and landscaper readers with the

production, *plant* protection, *marketing*, and
plant *variety* information that is *unique* to the
southern horticulture market.

Advertising benefits: Advertisers messages are
sure to be seen and acted upon because our
editorial is geared to the needs...

...and Oklahoma Farmer-Stockman

Advertising benefits: Flexible advertising value
packages are available to reach the peanut market
regionally and locally.

Other services: Farm Progress offers *specialized*
services for *marketers* that include *list*
rental and custom publishing. Each crop is
available for custom data profiling. Farm
Progress publishes custom publications for
many regional and national crop organizations.

Publisher...

9/K, FREE/45 (Item 8 from file: 570)
DIALOG(R)File 570:(c) 2004 The Gale Group. All rts. reserv.

02054143 Supplier Number: 71722730 (USE FORMAT 7 FOR FULLTEXT)
**The World at Your Feet. (destination specialist programs) (Statistical Data
Included)**
Feb 26, 2001
Word Count: 6938
PUBLISHER NAME: Universal Media, Inc.
EVENT NAMES: *360 (Services information)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *4721000 (Travel Agents)
INDUSTRY NAMES: BUSN (Any type of business); TRVL (Travel and
Hospitality)
SIC CODES: 4724 (Travel agencies)
NAICS CODES: 56151 (Travel Agencies)
SPECIAL FEATURES: LOB
ADVERTISING CODES: 32 Marketing/Advertising Methods

... Agent Specialist and get a diploma, referrals, dedicated toll-free
help lines and support from CTCs. Agents who pass Session Two by presenting
their Canada *marketing* *plan* are named Certified Canada *Specialists*.
In *addition* to receiving all the benefits as Accredited agents, they have
their name and agency announced in the What's New newsletter, are listed in
Canada...They also receive a marketing manual, certificate, a page in the
wholesale partners' section of the South Africa guidebook, subscription to
South Africa Newsletter, an *updated* *list* of wholesalers, consumer leads
and *priority* status for fam trips.

Endorsements: Getting ICTA accreditation
Web Site: www.saspecialist.com
Contact: Tshidi Kgole, Myriad Travel Marketing, 3601 Aviation Blvd.,
Suite 2100, Manhattan...

9/K, FREE/46 (Item 9 from file: 570)
DIALOG(R)File 570:(c) 2004 The Gale Group. All rts. reserv.

02030283 Supplier Number: 69662230 (USE FORMAT 7 FOR FULLTEXT)
MANAGEMENT/MARKETING.

Jan, 2001
Word Count: 2683

PUBLISHER NAME: Intertec Publishing Corporation, A PRIMEDIA Co.
COMPANY NAMES: *FALA Direct Marketing Inc.
EVENT NAMES: *220 (Strategy & planning)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *7331000 (Direct Mail Advertising Services)
INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN

(Any type of business); RETL (Retailing)
SIC CODES: 7331 (Direct mail advertising services)
NAICS CODES: 54186 (Direct Mail Advertising)
SPECIAL FEATURES: LOB; COMPANY
ADVERTISING CODES: 55 Company Planning/Goals

... Hackensack, NJ 07601
(201) 488-5656
Fax: (201) 488-9225
E-mail: cmontana@mokrynski.com
Website: www.mokrynski.com
Contact: Chris Montana, VP, Director of *List*
Management

Specialization: *List* Management and
Alternate Media programs for over 150 companies
covering both domestic & international
markets.

We integrate the best of the existing off-line
marketing methods such as tradeshows...List
Management, Jim Kellough - Senior List
Manager, Eric Walby - List Manager, Guy
Connor - Vice President List Brokerage.
Company Description: Since 1992.

Employees: 16

Capabilities: Consumer *List* Management
Database *Marketing* and Data Acquisition
Full-service *List* Brokerage

Specialization: Providing expert *list*
consultation, mailing *lists* and related services.

Experian ()
955 American Lane
Schaumburg, IL 60173-4999
Phone: (888) 446-3611 ext. 8116
Fax: 847-517-8465
Web site: www.experian...

9/K, FREE/47 (Item 10 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01974345 Supplier Number: 65352807 (USE FORMAT 7 FOR FULLTEXT)
98(degrees) Reveals Versatility On New Set.
Sept 23, 2000
Word Count: 925
PUBLISHER NAME: BPI Communications, Inc.
INDUSTRY NAMES: ARTS (Arts and Entertainment)

... Drew Lachey.
Until then, the act will make extensive in-person promotional
appearances throughout the U.S. and Europe, with an ample number of radio
visits on the *schedule*. *Additionally*, *special* promotions are in
place with Radio Disney, which is running a national contest wherein the
winner and a friend will see the band in concert...

9/K, FREE/48 (Item 11 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01969785 Supplier Number: 65225948 (USE FORMAT 7 FOR FULLTEXT)
**WorldWide Media updates gift data. (Brief Article) (Statistical Data
Included)**

August 28, 2000

Word Count: 202

PUBLISHER NAME: Centaur Publishing Ltd.

COMPANY NAMES: *World Wide Media Group; Kensington Specialists

EVENT NAMES: *480 (Use of services)

GEOGRAPHIC NAMES: *4EUUK (United Kingdom)

PRODUCT NAMES: *3950000 (Pens, Pencils & Related Equip); 7392600
(Marketing Consulting Services)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN
(Any type of business)

SIC CODES: 3950 (Pens, Pencils, Office, & Art Supplies); 8742
(Management consulting services)

NAICS CODES: 33994 (Office Supplies (except Paper) Manufacturing); 541614
(Process, Physical Distribution, and Logistics Consulting Services)

SPECIAL FEATURES: INDUSTRY; COMPANY

ADVERTISING CODES: 50 Company Data

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

World Wide Media Group has *updated* the Kensington *Specialists* Corporate Gift Buyers *list* and The *Marketing* Guild file. The 100 per cent direct mail-generated list from Kensington Specialists corporate Gift Buyers has now grown to 12,403 buyers. Kensington Specialists...

9/K, FREE/49 (Item 12 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01930025 Supplier Number: 63297817 (USE FORMAT 7 FOR FULLTEXT)

Not Your Parent's Europe. (Brief Article)

May 1, 2000

Word Count: 2405

PUBLISHER NAME: Universal Media, Inc.

EVENT NAMES: *240 (Marketing procedures)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *7010100 (Tourist Travel)

INDUSTRY NAMES: BUSN (Any type of business); TRVL (Travel and Hospitality)

SIC CODES: 7000 (HOTELS AND OTHER LODGING PLACES)

ADVERTISING CODES: 32 Marketing/Advertising Methods

... com site offers portal pages so visitors may click on the country they are most interested in and be directed to the individual country's *specialist* travel agent *lists*. *Alternatively*, *VisitEurope*.com *lists* more than 2,000 agents who have attended the ETC's European Roundtable and SuperMart series. A zip code search feature enables visitors to quickly...

9/K, FREE/50 (Item 13 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01910408 Supplier Number: 62556413 (USE FORMAT 7 FOR FULLTEXT)

2000 HONORABLE TOP 50.

June 5, 2000

Word Count: 23043

PUBLISHER NAME: American Marketing Association

EVENT NAMES: *600 (Market information - general)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *7392100 (Market Research Services)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN
(Any type of business)

SIC CODES: 8732 (Commercial nonphysical research)

NAICS CODES: 54191 (Marketing Research and Public Opinion Polling)

ADVERTISING CODES: 41 Agency Financial Data

... United States and Latin America; Tandem Research, focusing on

research for the pharmaceutical industry; Product Intelligence, providing ION touch-screen technology for in-person research; *Marketing* *Planning* & Strategy, *specializing* in the development of consulting services using proprietary simulation software; and Motorsearch (acquired in January 2000), serving the automotive industry and international automotive consumer research...marketing research, data analysis, customer satisfaction measurement, employee surveys and qualitative research techniques.

* Burke Strategic Consulting Group (BSCG) helps clients optimize organizational performance. The group *specializes* in designing strategic *marketing* *plans* to *increase* *market* effectiveness, streamlining internal processes to deliver optimal quality, customer service and profit and increasing employee commitment. BSCG services include employee surveys and selection systems, advanced...

9/K, FREE/51 (Item 14 from file: 570)
DIALOG(R)File 570:(c) 2004 The Gale Group. All rts. reserv.

01857363 Supplier Number: 59228310 (USE FORMAT 7 FOR FULLTEXT)

TEXAS. (Brief Article)

Nov 29, 1999

Word Count: 754

PUBLISHER NAME: BPI Communications, Inc.

COMPANY NAMES: *Witherspoon and Associates; Patrick Henry Creative Promotions; Staats Falkenberg and Partners

EVENT NAMES: *220 (Strategy & planning)

GEOGRAPHIC NAMES: *1U7TX (Texas)

PRODUCT NAMES: *7311000 (Advertising Agencies)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business)

NAICS CODES: 54181 (Advertising Agencies)

SPECIAL FEATURES: LOB; COMPANY

ADVERTISING CODES: 52 Advertising Activity

... design, order scheduling and exposure tracking.

Terry McCullough Productions (TMP), Dallas, has appointed Peil & Associates, also Dallas, as its representative in the Southwest, with strategic *planning* for *additional* *markets*. TMP *specializes* in full-service production for the corporate film market.

J.W. Burkey, a Dallas advertising photographer, will have six photographs appearing in the annual awards...

9/K, FREE/52 (Item 15 from file: 570)
DIALOG(R)File 570:(c) 2004 The Gale Group. All rts. reserv.

01854983 Supplier Number: 59111310 (USE FORMAT 7 FOR FULLTEXT)

PLATINUM LISTINGS. (companies offering consulting services, mostly related to direct marketing) (Brief Article)

Jan, 2000

Word Count: 3963

PUBLISHER NAME: Intertec Publishing Corporation, A PRIMEDIA Co.

EVENT NAMES: *360 (Services information)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *7392000 (Business & Mgmt Consulting); 7319500 (Direct Marketing Services)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN (Any type of business); RETL (Retailing)

NAICS CODES: 54161 (Management Consulting Services); 54186 (Direct Mail Advertising)

SPECIAL FEATURES: LOB

ADVERTISING CODES: 55 Company Planning/Goals

... customer-driven services. Founded in 1977, the Millard Group Inc. has grown into one of the most established and highly respected companies in the business.

Specialization: *List* management, *list* brokerage and *marketing* services for catalogs, publications and fundraising.

Mokrynski & Associates Inc.

401 Hackensack Avenue

Hackensack, NJ 07601

(201) 488-5656

FAX (201) 488-9225

e-mail: hkupfer@mokrynski.com

<http://www.mokrynski.com>

Contact: Howard Kupfer, Senior Vice President

Specialization: *List* Brokerage and *Alternate* Response Media

Programs for over 150 of the Nation's most successful catalog ... customer-driven services. Founded in 1977, the Millard Group Inc. has grown into one of the most established and highly respected companies in the business.

Specialization: *List* management, *list* brokerage and *marketing* services for catalogs, publications and fundraising.

Mokrynski & Associates Inc.

401 Hackensack Avenue

Hackensack, NJ 07601

(201) 488-5656

FAX (201) 488-9225

e-mail: mduke@mokrynski.com

<http://www.mokrynski.com>

Contact: Marlies Duke, Senior Vice President

Specialization: *List* Management and *Alternate* Response Media

Programs for over 130 catalog companies covering both domestic and international markets. Our clients are assured of:

* Maximum Sales to both traditional and...

...Smithsonian Catalogue and Tiffany & Co.

NRL Management

100 Union Avenue

Cresskill, NJ 07626

(201) 568-0707

FAX (201) 568-9893

Contact: Monique Braban--V.P. *List* *Marketing*

Services--Business/Financial;

Bruce Kimmel--V.P. *List* *Marketing* Services-Consumer

Specialization: Full-service *List* Management company specializing in Consumer Catalogs, Business to Business Catalogs, Publishers and Financial mailing lists as well as Consumer Package Insert Program. Services include all aspects of List...

...President, Sheldon Zaslansky

- President, Fran Golub - Senior V.P.

List Management, Joann Kropp - Senior V.P.

List Management, Scott Miller - Senior V.P.

General Manager

Specialization: *List* management

Other Services: *List* Brokerage, *Alternative* Media, Modeling and Analytical Services, Free Standing Insert (FSI) Placement, Database Consulting, Proprietary Business and Consumer Lists, Database Development Maintenance and On-Line Access, Merge Group Inc. has grown into one of the most established and highly respected companies in the business.

Specialization: *List* management, *list* brokerage and *marketing* services for catalogs, publications and fundraising.

Merge/Purge Dupe Elimination

PARAGON DIRECT

8350 N. Steven Road

Milwaukee, WI 53223-3355

(414) 362-1111

FAX: (414...

01843244 Supplier Number: 58675587 (USE FORMAT 7 FOR FULLTEXT)
IFPI Names Dixon General Counsel.
Jan 8, 2000
Word Count: 359
PUBLISHER NAME: BPI Communications, Inc.
EVENT NAMES: *360 (Services information); 540 (Executive changes & profiles)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *8616000 (Trade Associations)
INDUSTRY NAMES: ARTS (Arts and Entertainment)
NAICS CODES: 81391 (Business Associations)
SPECIAL FEATURES: LOB
ADVERTISING CODES: 65 Media Planning/Goals; 63 Media Personnel

... in January; he is based at the IFPI's London headquarters and reports to Berman. He manages a team of about half a dozen legal *specialists*--*plans* *call* for *additional* hirings--with a global focus.

His appointment fills the vacuum left during the summer by the death of Lewis Flacks, the IFPI's director of...

9/K, FREE/54 (Item 17 from file: 570)
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01632248 Supplier Number: 47467442 (USE FORMAT 7 FOR FULLTEXT)
THOUGH BLOODIED, NEW INDEPENDENTS CONQUER OLD FEARS
June 16, 1997
Word Count: 853
PUBLISHER NAME: Fairchild Publications, Inc.
EVENT NAMES: *220 (Strategy & planning)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *3140000 (Nonrubber Footwear)
INDUSTRY NAMES: BUSN (Any type of business); FASH (Fashion, Accessories and Textiles)
NAICS CODES: 316219 (Other Footwear Manufacturing)
SPECIAL FEATURES: INDUSTRY
ADVERTISING CODES: 85 Industry Market Data

... s not as bad as it seems.

One survey by G.H. Wright, Denver, showed that independent stores are actually growing in number. A Footwear *Market* Insights report *lists* 18,000 doors open under *specialty* stores, and *various* other reports show that independents account for 23 percent to 28 percent of the footwear retail market.

"I'm hearing more good reports than poor..."

9/K, FREE/55 (Item 18 from file: 570)
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01598769 Supplier Number: 47072862 (USE FORMAT 7 FOR FULLTEXT)
Alternative has 'Appetite' for Lemper film
Jan 28, 1997
Word Count: 236
PUBLISHER NAME: BPI Communications, Inc.
COMPANY NAMES: *Alternative Cinema Co.
EVENT NAMES: *366 (Services introduction)
GEOGRAPHIC NAMES: *4EUUK (United Kingdom)
PRODUCT NAMES: *7813000 (Motion Picture Production)
INDUSTRY NAMES: ARTS (Arts and Entertainment); BUSN (Any type of business)
NAICS CODES: 51211 (Motion Picture and Video Production)
SPECIAL FEATURES: LOB; COMPANY
ADVERTISING CODES: 57 New Products/Services

... of Man Film Commission cop-financed the feature.
Alternative will have the worldwide sales rights to 'Appetite.'
The move into production is in line with *Alternative*'s *plan* to
market and distribute *specialized* films (HR 10/6/95).
'It's very tough to try and get high-quality finished films to
represent internationally. It makes more sense to...

9/K, FREE/56 (Item 19 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01462722 Supplier Number: 45001690 (USE FORMAT 7 FOR FULLTEXT)
Tourism Fuels Orlando Market; Central Fla. Unlike Rest of State
Sept 19, 1994
Word Count: 1030
PUBLISHER NAME: Fairchild Publications, Inc.
EVENT NAMES: *600 (Market information - general)
GEOGRAPHIC NAMES: *1U5FL (Florida)
PRODUCT NAMES: *5730000 (Consumer Electronics & Music Stores)
INDUSTRY NAMES: BUSN (Any type of business); HOME (Home Furnishings)
SPECIAL FEATURES: INDUSTRY
ADVERTISING CODES: 85 Industry Market Data

... get.'
To capitalize on the increase in traffic, Electronics Plus has 'gotten aggressive as far as our prices.'
The company has five Orlando stores that *specialize* in audio and video. *Plans* *call* for an *additional* two stores next year.
Nelson said he won't deny tourists are largely responsible for the success. 'The Orlando market is more defined by its...

9/K, FREE/57 (Item 20 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01450061 Supplier Number: 44865097 (USE FORMAT 7 FOR FULLTEXT)
A New Carrier On The Information Superhighway
July 25, 1994
Word Count: 899
PUBLISHER NAME: Miller Freeman, Inc.
COMPANY NAMES: *Docunet
EVENT NAMES: *330 (Product information)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *3573282 (Automatic Teller Machines)
INDUSTRY NAMES: BUSN (Any type of business); TRVL (Travel and Hospitality)
NAICS CODES: 334119 (Other Computer Peripheral Equipment Manufacturing)
SPECIAL FEATURES: COMPANY
ADVERTISING CODES: 86 Business to Business; 58 Licensing/Sales Agreements; 57 New Products/Services

... this fall at 60 grocery stores. Other stores in the chain will be added later. Within 90 days after the Washington launch, the DDMs will *add* banking services and *special*-event ticketing.

Docunet's *marketing* *plan* is to capture 17 percent of the Washington area's airline ticket market, Jafri said. Ralphs supermarkets in Southern California are also scheduled for a...

9/K, FREE/58 (Item 21 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01434524 Supplier Number: 44696326
SpecialISTS Offers Veterinarians File
May 23, 1994
PUBLISHER NAME: Mill Hollow Corp.
EVENT NAMES: *610 (Contracts & orders received); 240 (Marketing

procedures); 360 (Services information); 480 (Use of services)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *8044000 (Veterinarians); 7331200 (Mailing List Services)
INDUSTRY NAMES: BUSN (Any type of business); CNST (Construction and Materials)
NAICS CODES: 54194 (Veterinary Services); 54186 (Direct Mail Advertising)
SPECIAL FEATURES: LOB
ADVERTISING AGENCY: SpecialISTS
ADVERTISING CODES: 81 Demographics; 46 New Agency Services; 42 Account Activity

ABSTRACT:

...There are also selects by address, including 17,602 names with business addresses, 26,980 names with home addresses, and 6,590 names with hospital *addresses*. Either *list* brokers or *SpecialISTS* (Weehawken, NJ) can be *contacted* about this *list*.

9/K, FREE/59 (Item 22 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01332358 Supplier Number: 43487596 (USE FORMAT 7 FOR FULLTEXT)
King Cardholder
Dec, 1992
Word Count: 3595
PUBLISHER NAME: Faulkner & Gray, Inc.
EVENT NAMES: *240 (Marketing procedures)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *6141000 (Nonbank Credit Card Firms); 6020008 (Bank Credit Cards)
INDUSTRY NAMES: BANK (Banking, Finance and Accounting); BUSN (Any type of business)
NAICS CODES: 52221 (Credit Card Issuing); 52211 (Commercial Banking)
SPECIAL FEATURES: LOB
ADVERTISING CODES: 32 Marketing/Advertising Methods

... and 1991, attrition was a problem that hadn't really existed before in the industry. Now we're seeing banks taking very definitive steps to *address* it.'

These new *priorities* show up in issuers' *marketing* *plans*. New-account acquisition probably will always claim more marketing dollars than retention efforts, but the industry is beginning to tilt toward the profitability objectives of...

9/K, FREE/60 (Item 23 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

01242687 Supplier Number: 42564618
Pros and Cons of Public Tours
Dec, 1991
PUBLISHER NAME: Snack Food Association
EVENT NAMES: *290 (Public affairs)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *2099200 (Snack Foods)
INDUSTRY NAMES: BUSN (Any type of business); FOOD (Food, Beverages and Nutrition)
NAICS CODES: 31191 (Snack Food Manufacturing)
SPECIAL FEATURES: illustration; photograph
ADVERTISING CODES: 54 Corporate Images

ABSTRACT:

...6,000 tourists/day. Public plant tours not only educate tourists about the snacks, but teach lessons in food science and business. While some manufacturers *adapt* tours to their *plants*, others accept *visitors*

without any *special* accommodations. A tour does not have to show each area of production in order to be effective. The public can also be educated about a...

9/K, FREE/61 (Item 24 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

00031027 Supplier Number: 48144654 (USE FORMAT 7 FOR FULLTEXT)
TELFON SLIDES INTO FASHION
Nov 26, 1997
Word Count: 791
PUBLISHER NAME: Fairchild Publications, Inc.
COMPANY NAMES: *Adrianna Papell Ltd.; E.I. du Pont de Nemours and Co.
EVENT NAMES: *460 (Use of materials & supplies); 613 (New orders received)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *2331000 (Women's Shirts & Blouses); 2842366 (Anti-Cling Sprays)
INDUSTRY NAMES: BUSN (Any type of business); FASH (Fashion, Accessories and Textiles); RETL (Retailing)
NAICS CODES: 315232 (Women's and Girls' Cut and Sew Blouse and Shirt Manufacturing); 325612 (Polish and Other Sanitation Good Manufacturing)
TICKER SYMBOLS: DD
SPECIAL FEATURES: LOB; COMPANY
ADVERTISING CODES: 55 Company Planning/Goals

... we are not hitting it at the right time. The blouse business has been tough," he said.

The company, which calls the collection Miracle Silk, *plans* to *market* the line with *special* hangtags.

He *added* that a regular long-sleeved blouse is \$20, and the treated version is \$22. A short-sleeved shirt is \$18, while the stainproof edition is...

9/K, FREE/62 (Item 25 from file: 570)
DIALOG(R) File 570:(c) 2004 The Gale Group. All rts. reserv.

00010845 Supplier Number: 47933224 (USE FORMAT 7 FOR FULLTEXT)
It's No Work to Find Fun During Labor Day Weekend in St. Louis
August 25, 1997
Word Count: 1249
PUBLISHER NAME: PR Newswire Association, Inc.
COMPANY NAMES: *Six Flags St. Louis; Six Flags Theme Parks Inc.
EVENT NAMES: *240 (Marketing procedures); 360 (Services information)
GEOGRAPHIC NAMES: *1U4MO (Missouri)
PRODUCT NAMES: *7996100 (Theme Parks); 7929300 (Musical Artists & Producers)
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)
NAICS CODES: 71311 (Amusement and Theme Parks); 71113 (Musical Groups and Artists)
SPECIAL FEATURES: COMPANY
ADVERTISING CODES: 55 Company Planning/Goals; 79 Promotion

... I Stay?

Labor Day Weekend hotel reservations can be made toll-free by dialing the St. Louis Convention & Visitors Commission at 1-800-916-0040. *Callers* can *listen* to a *variety* of *special* hotel package deals and connect directly with the hotel to reserve their rooms.

Special Labor Day Weekend Events

The musical heritage of St. Louis comes...

9/K, FREE/63 (Item 1 from file: 492)
DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

10134267

FACEOFF ON LOS ARCOS BALLOTING WILL DECIDE COYOTES ARENA'S FATE

Friday, May 14, 1999

Word Count: 1,767

DESCRIPTORS: ELECTION

CAPTION:

...to 18,000 from 20,000, said Ellman Cos. spokesman Jason Rose.

During the off-season, the arena could be used for concerts and other *special* events. Rose also said *revised* *plans* *call* for the arena to be moved 150 feet farther from neighboring single-family homes. The arena remains about 75 feet tall, about 10 feet higher...

9/K, FREE/64 (Item 2 from file: 492)

DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

09522217

FAIR WEATHER FRIENDS CASA GRANDE WELCOMING SNOWBIRDS

Thursday, January 22, 1998

Word Count: 768

... a 75-mile-hour desert freeway isn't as nerve-wracking as navigating the urban roads at rush hour, she said.

The chamber's Winter *Visitor* Task Force *plans* *increasing* numbers of *special* events in January and February, which this year included Sunday's "Senior Prom" at Francisco Grande Resort and Golf Club.

The dance offered Big Band...

9/K, FREE/65 (Item 3 from file: 492)

DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

09522213

FAIR WEATHER FRIENDS WINTER VISITORS LINE CASA GRANDE'S NEST

Thursday, January 22, 1998

Word Count: 766

... a 75-mile-hour desert freeway isn't as nerve-wracking as navigating the urban roads at rush hour, she said.

The chamber's Winter *Visitor* Task Force *plans* *increasing* numbers of *special* events in January and February, which this year included Sunday's "Senior Prom" at Francisco Grande Resort and Golf Club.

The dance offered Big Band...

9/K, FREE/66 (Item 4 from file: 492)

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08280056

1 YEAR LATER, BUYER MUST PAY FOR TITLE COMPANY'S MISTAKE

SATURDAY, October 7, 1995

Word Count: 834

... lifetime, and then wants the home to go to his children. Should my father do a codicil to his current will?

Q: Your father should *contact* an estate-*planning* *specialist* before making any *changes* to his estate plan. In general, however, your father should be able to provide for the devise of the home to his children, subject to...

9/K, FREE/67 (Item 5 from file: 492)
DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

07613209

SPECIAL SESSION SOUGHT ON SCHOOLS VOUCHER PLAN LEFT OUT OF PROPOSED REFORMS

SATURDAY, April 23, 1994
Word Count: 284

DESCRIPTORS: PROPOSAL; EDUCATION; ARIZONA; LEGISLATURE

...to move forward," Hermon said.

Gov. Fife Symington, an outspoken supporter of the voucher plan, could not be reached for comment. Symington has said he *plans* to *call* a *special* session to *address* at-risk preschool expansion and other children's issues.

9/K, FREE/68 (Item 6 from file: 492)
DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

07330258

AT&T RATES GOING UP
FRIDAY, November 26, 1993
Word Count: 86

TEXT:

...will boost direct-dial rates to 92 foreign countries -- including Mexico and Canada -- an average 5 percent. Card and operator-assisted rates and rates under *special* *calling* *plans* will *increase* 3.9 percent to 6.5 percent.

9/K, FREE/69 (Item 7 from file: 492)
DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

07324198

RESORT'S MAYOR TARGETS GROWTH SAYS HILTON HEAD TOURISM TOO MUCH
SATURDAY, November 20, 1993
Word Count: 343

...by tourists," Greer said.

Hilton Head has grown from a fishing and farming community to a resort of 25,000 permanent residents, many living in *exclusive* developments *called* *plantations*.

An *additional* 1.5 million people a year visit the island, where moss-shrouded oaks shade golf courses flanked by tidal creeks and weathered condominiums.

Golf and...

9/K, FREE/70 (Item 8 from file: 492)
DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

07258244

CRUISING THROUGH GENERATION GAP PROVES TO BE FUN FOR ALL
WEDNESDAY, September 15, 1993
Word Count: 517

...to sail. Make sure children's programs are offered on those dates.

There's so much interest in grandparent-grandchildren cruising that two

travel agencies *specializing* in this *market* are *planning* to *add* cruising to their itineraries sometime next year. The Maryland-based Grand Travel agency will add a Scandinavian cruise and the Chicago-based Grand Generations will...

9/K, FREE/71 (Item 9 from file: 492)
DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

07107135
FAST-TRACK LEGISLATURE ADJOURS SPECIAL SESSION AGENDA LOADED
SATURDAY, April 17, 1993
Word Count: 674

DESCRIPTORS: ARIZONA; LEGISLATURE

But lawmakers' work for the year is unfinished. Gov. Fife Symington said he *plans* to *call* *special* sessions on Indian gaming, air pollution, education reform, mandatory automobile insurance and child-support enforcement.

House Speaker Mark Killian, R-Mesa, the architect of many...

... those who use insanity as a defense when they maim or kill, and cleaner-burning fuels to reduce carbon-monoxide pollution in the Valley.

A *special* session is *planned* next fall on *additional* air-quality measures. The state must pass new programs to control carbon monoxide, ozone and dust, or face the loss of federal highway funds and...

9/K, FREE/72 (Item 10 from file: 492)
DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

06009256
WAR COULD MEAN GAS RATIONING STATE OUTLINES PLAN IN CASE OF OIL CRISIS
WEDNESDAY January 9, 1991
Word Count: 575

DESCRIPTORS: ENERGY; ARIZONA; PLAN

... to 5 percent of the oil companies' monthly deliveries to Arizona would be set aside to meet the needs of fire, police, ambulance and other "priority" services.

The *plan* also *calls* for *increased* enforcement of highway speed limits and limiting the use of drive-up windows by businesses.

It also encourages municipalities and companies to expand their ride...

9/K, FREE/73 (Item 11 from file: 492)
DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

05245038
REGULATORS REBUKE PALO VERDE CHIEFS OFFICIAL VISITS TO PLANT RARE, REPORT SAYS
SATURDAY September 2, 1989
Word Count: 569

DESCRIPTORS: EMPLOYEE; NUCLEAR; ENERGY

...are busy doing other things.

"But it's clear to me that this won't happen again."

Conway, an executive vice president who took over *plant* management in

April, said *priorities* will *change* to make *visits* by *plant* managers essential.

The statistics compiled by Palo Verde indicated that four support managers had not entered the plant's "protected area" and radiologically controlled area...

9/K, FREE/74 (Item 12 from file: 492)
DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

04059732

EPA ADDS 98 SITES, HASSAYAMPA DUMP TO 'SUPERFUND' ROSTER
WEDNESDAY July 22, 1987
Word Count: 597

...of them operated by the Defense Department, are on the list.

The new additions brought the number of dumps and other facilities on the so-*called* national *priorities* *list* to 951, a fraction of the thousands of hazardous waste sites around the nation.

The Army had 14 sites on the new EPA listing, followed...

...The Defense Department operates its own cleanup program.

Three of the defense facilities are estimated by the EPA as the worst sites among the 99 *added* to the *priorities* *list*. The three are rated by the EPA as being among the 100 worst sites in the country.

They are the Rocky Mountain Arsenal in Colorado...

9/K, FREE/75 (Item 13 from file: 492)
DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

03583754

COUNCIL OKS PLAN TO BOOST LOCAL CONTROL
WEDNESDAY December 10, 1986
Word Count: 461

Now they have to follow through on it."

The policy calls for changes in how special conservation districts (which will be *called* *special* *planning* districts) are established, *changes* that Hurwitz predicted would make formation of them easier.

But not as easy as the citizens committee had recommended.

The committee proposed that the city...

9/K, FREE/76 (Item 14 from file: 492)
DIALOG(R) File 492:(c) 2002 Phoenix Newspapers. All rts. reserv.

03582968

FINANCIAL BUILDING BOOSTS DOWNTOWN, CHANDLER AIDES SAY
FRIDAY December 12, 1986
Word Count: 747

DESCRIPTORS: DEVELOPMENT; CHANDLER; FINANCE

... would not be specific but said the additional developments are in the downtown "core" area that roughly surrounds the park.

The city's downtown-redevelopment *plan* *calls* for the *addition* of *specialty* shops, other retail businesses and restaurants to draw more people into the area.

"The city's commitment to downtown is paying off," Councilman John Huppenthal...

9/K, FREE/77 (Item 1 from file: 494)
DIALOG(R) File 494:(c) 2004 St Louis Post-Dispatch. All rts. reserv.

12519205

NEWS BRIEFS
Monday, January 19, 2004
Word Count: 533

DESCRIPTORS: CURRENT NEWS; TOY; COLLECTION; SIGNAL HOLL LUTHERAN CHURCH EDUCATION COLLEGE; MUSIC PROGRAM; *ADDITION* MCKENDREE COLLEGE; EVENT *SPECIAL* OLYMPICS; WATERLOO POLICE DEPARTMENT COMMUNITY; *SCHEDULE*; *CONTACT INFORMATION*

DESCRIPTORS: CURRENT NEWS; TOY; COLLECTION; SIGNAL HOLL LUTHERAN CHURCH EDUCATION COLLEGE; MUSIC PROGRAM; *ADDITION* MCKENDREE COLLEGE; EVENT *SPECIAL* OLYMPICS; WATERLOO POLICE DEPARTMENT COMMUNITY; *SCHEDULE*; *CONTACT INFORMATION*

9/K, FREE/78 (Item 2 from file: 494)
DIALOG(R) File 494:(c) 2004 St Louis Post-Dispatch. All rts. reserv.

12512050

FRANCIS HOWELL URGES TAX HIKE ADMINISTRATORS TO RECOMMEND 89-CENT INCREASE FOCUS IS ON APRIL 6 BALLOT
Monday, January 12, 2004
Word Count: 826

DESCRIPTORS: EDUCATION; FRANCIS HOWELL SCHOOL DISTRICT RECOMMENDATION SCHOOL BOARD REQUEST; VOTERS; 89-CENT TAX RATE ELECTION; APRIL .6

... the food service fund, charging the district's vacation station and preschool program a set amount for districtwide costs, reducing the administrative services budget and *increasing* *special* education revenue.

Brady's *plan* also *calls* for reducing the student services budget, cutting the curriculum and instruction and human-resources budgets and reducing Parents as Teachers funding. In total, the cuts...

9/K, FREE/79 (Item 3 from file: 494)
DIALOG(R) File 494:(c) 2004 St Louis Post-Dispatch. All rts. reserv.

11754060

SHELLFISH SAUSAGE: ROYAL TREAT AT KING LOUIE'S

Wednesday, September 11, 2002

Word Count: 661

DESCRIPTORS: SHELLFISH SAUSAGE RECIPE

...sausage grinder, so I went a little crazy," he quipped.

Diners can expect future variations on sausage. In fact, the menu at King Louie's *changes* regularly. Daily *specials* are *listed* on the *market* menu, a dozen or so fresh creations generated by the availability of fish, meat and produce. "We feature local, organic produce and naturally raised meats...

9/K, FREE/80 (Item 4 from file: 494)

DIALOG(R) File 494:(c) 2004 St Louis Post-Dispatch. All rts. reserv.

11140085

GOP SENATE SHIFTED POWER DRAMATICALLY IN LEGISLATURE MANY MEASURES STALLED AS LAWMAKERS STRUGGLED WITH NEW POLITICAL BALANCE

Sunday, May 20, 2001

Word Count: 1,581

DESCRIPTORS: MISSOURI POLITICS; REPUBLICAN CONTROL; LEGISLATIVE IMPACT; SESSION ANALYSIS; ACHIEVEMENTS; ACCOMPLISHMENTS FAILURES

... lawmakers in both parties knew the current plan doesn't reach those who need it and costs four times the amount predicted.

Holden said he *planned* to *call* a *special* session in the fall to deal with the problem. Hanaway said no special session was needed.

"I think it's terrible that we did not...for obstruction, rather than act as a leader to try to implement the plan.

After the Legislature adjourned Friday night, Kinder suggested that Holden consider *adding* it to the *special* session he *plans* to *call* in September on the prescription drug issue.

9/K, FREE/81 (Item 5 from file: 494)

DIALOG(R) File 494:(c) 2004 St Louis Post-Dispatch. All rts. reserv.

10590192

St. Louis County (Voters's Guide)

Thursday, March 30, 2000

Word Count: 17,583

DESCRIPTORS: WILDWOOD MANCHESTER DES PERES VALLEY PARK; KIRKWOOD ST. LOUIS CRYSTAL LAKE PARK 170; 44 64 40 44 55 270 ELECTION CANDIDATE POLITICIAN POLITICS MUNICIPALITIES

...WARD 2

ROBERT KEE* is unopposed

ALDERMAN, WARD 3

ROBERT DUDLEY

AGE: 53

HOME: Eureka

OCCUPATION: Account executive, Lucent Technologies

ELECTED POSITIONS: None

TOP THREE *PRIORITYES*: Develop a *marketing* *plan* that focuses on attracting business and residential development, expand community facilities and services in concert with the 10-year plan, introduce best-in-class practices...community.

QUALIFICATIONS: Seventeen years of continuous volunteer service to Kirkwood; planning and zoning commission, chairman of the tax increment finance commission, co-chair of the *Special* Business District improvement and *planning* committee, zoning code *revision* committee, streets/sidewalks enhancement committee, Kirkwood YMCA board member, Kirkwood library board member, Peacemakers board member, Kirkwood Business Development Corporation board member.

Ladue

COUNCIL MEMBER...

9/K, FREE/82 (Item 6 from file: 494)
DIALOG(R)File 494:(c) 2004 St Louis Post-Dispatch. All rts. reserv.

09637104

ENTREPRENEURS FACE OBSTACLES TO PLAN FOR DOWNTOWN. BAR

Sunday, May 17, 1998

Word Count: 685

DESCRIPTORS: LBIZ; CITY; DOWNTOWN; BAR; TAVERN

...wrote back and said that the decision was made principally for financial reasons but that the board also was concerned about a "lack of a *marketing* *plan* *addressing* the *unique* issues concerning a downtown bar and grill."

Truth is, there are financial problems. If there weren't, Covington and Liese would be able to borrow...

9/K, FREE/83 (Item 1 from file: 498)
DIALOG(R)File 498:(c) 2004 Detroit Free Press Inc. All rts. reserv.

08834076

MANY DETROIT 911 CALLS GO OFF THE SCREEN, UNANSWERED

Friday, November 29, 1996

Word Count: 1,541

DESCRIPTORS: EMERGENCY; TELEPHONE;; 911; ALARM; HOWTO; GUIDELINE; SAFETY

... McKinnon said. 'We would hope that we could respond to every call, but the facts are it is impossible.'

Each 911 call to police is *prioritized* onto an ever-*changing* *list*. High-*priority* *calls* generally involve deadly danger, such as a murder or shooting.

Others receive a lower number and go to the bottom of the list. Eventually, calls...

9/K, FREE/84 (Item 1 from file: 631)
DIALOG(R)File 631:(c) 2004 Boston Globe. All rts. reserv.

11643012

A NEW APPROACH TO BUDGETING

Thursday, May 23, 2002

Word Count: 764

... incentives to save money by allowing half of their savings to be spent at their discretion. The remaining savings are directed toward education, which our *plan* also *calls* for.

* *Prioritization* of capital projects. Currently, the Legislature enacts billions of dollars of capital authorizations, and the executive branch determines which projects are funded. Unfortunately, funding often depends on who has the political clout to get these projects completed rather than on which projects are most needed. This must *change*. Our *plan* proposes *prioritization* of capital expenditures based upon criteria such as economic development impact, number of people served, and environmental impact - not on political clout.

Reducing the state...

9/K, FREE/85 (Item 2 from file: 631)
DIALOG(R)File 631:(c) 2004 Boston Globe. All rts. reserv.

05063579

'TODAY' HOLDS A LOVE FEST
SATURDAY October 28, 1989
Word Count: 814

DESCRIPTORS: INTERVIEW-PAULEY; TELEVISION; NAME-NORVILLE

... this stage of life and career. Perhaps coincidentally, perhaps not, one of the first post-"Today" assignments will be as host of a prime-time *special*, *scheduled* for March, *called* **Changes*: Conversations with Jane Pauley."

In a separate statement, both NBC News vice president Dick Ebersol and NBC News president Michael Gartner heaped more praise on...

9/K, FREE/86 (Item 3 from file: 631)
DIALOG(R)File 631:(c) 2004 Boston Globe. All rts. reserv.

01576444

ARMY LEADERS PLAN EXPANSION OF ELITE SPECIAL FORCES UNIT
THURSDAY February 24, 1983
Word Count: 448

...for bolstered ability to "disrupt enemy rear area operations" in Eastern Europe and elsewhere.

In their recent annual report to Congress, Army leaders said their *plans* *called* for creating two new *Special* Forces battalions, an *additional* company and a new group headquarters.

Other Army officials said these new units would be staffed by about 1200 men.

The Green Berets were the...

9/K, FREE/87 (Item 4 from file: 631)
DIALOG(R)File 631:(c) 2004 Boston Globe. All rts. reserv.

01557050

MASS. LEGISLATORS BEGINNING LAME-DUCK SESSION TODAY
MONDAY November 8, 1982
Word Count: 959

...a separate measure.

A ruling last week by the Supreme Judicial Court that the state's

mandatory sentencing law for major drug dealers is unconstitutional *added* another high-*priority* item to the legislative laundry *list*, and so-*called* "corrective legislation" is expected to be filed to replace the invalidated law.

"This legislation - the pay raise, capital punishment, the capital outlay budget and now...

9/K, FREE/88 (Item 1 from file: 633)
DIALOG(R) File 633:(c) 2004 Philadelphia Newspapers Inc. All rts. reserv.

04516708

FRENCH RESTAURATEURS TASTE THE ASHES OF LOSING MICHELIN STARS
SUNDAY March 13, 1988
Word Count: 645

...WILL CELEBRATE ITS 95TH ANNIVERSARY.

The four-day celebration will be held from Wednesday through Saturday at the market, 12th and Arch Streets. A wide *variety* of activities and *special* programs has been *planned*, and some *market* tenants will offer specially priced foods.

*

CAKE DECORATING AND FOOD-CARVING CLASSES ARE SCHEDULED.

The classes will be held at Fante's Gourmet Shop, 1006...

9/K, FREE/89 (Item 2 from file: 633)
DIALOG(R) File 633:(c) 2004 Philadelphia Newspapers Inc. All rts. reserv.

04166046

BUSINESSES TAKE A SOBER LOOK AT HOLIDAY OFFICE PARTY
THURSDAY December 24, 1987
Word Count: 1,134

DESCRIPTORS: HOLIDAY; EMPLOYEE; ALCOHOL; BEHAVIOR

...company function.

"I think most companies are being much more careful about the amount of alcohol served at parties," she said.

Wickrema, the Philadelphia-based *special*-events *planner*, reported a subtle *change* in the types of corporate office parties held locally, spurred in part by the insistence of insurance companies - which provide host-liability policies - and party...

... the liabilities posed by parties. In fact, the problems associated with these functions have helped spur the growth of a new batch of advertising and *marketing* experts who *plan* *special* events.

Professional party *planners* now take courses in "alcohol-portion control" and hire people on their staffs to act as party police, on the lookout for people who are...

9/K, FREE/90 (Item 3 from file: 633)
DIALOG(R) File 633:(c) 2004 Philadelphia Newspapers Inc. All rts. reserv.

02053957

SCHOOL OFFICIALS EXPRESS OPTIMISM ON COMPROMISE DESEGREGATION PLAN
WEDNESDAY October 19, 1983
Word Count: 428

DESCRIPTORS: PHILADELPHIA; SCHOOL; RACE; RELATION

... E. Clayton responded to the court's order two weeks ago with a plan to desegregate 34 additional schools over the next three years through *additional* voluntary measures. The *plan* also *called* for providing a *special* curriculum on race relations and improving instruction at 116 schools that would remain more than 90 percent white or black.

In developing the plan, Clayton...

9/K, FREE/91 (Item 4 from file: 633)
DIALOG(R) File 633:(c) 2004 Philadelphia Newspapers Inc. All rts. reserv.

02044663

REMOTE HANEYVILLE, PA., BAGS AN UNUSUAL TROPHY
THURSDAY September 1, 1983
Word Count: 889

... 500 people have stopped by each week. School groups and senior citizens also come to the museum on a regular basis, and the Aspers offer *special* rates to them.

Plans *call* for the *addition* of more artwork and the inclusion of video presentations of the Aspers' big-game hunts and conservation stories. He may also have to add to...

9/K, FREE/92 (Item 5 from file: 633)
DIALOG(R) File 633:(c) 2004 Philadelphia Newspapers Inc. All rts. reserv.

02010556

ARMY PLANS TO EXPAND GREEN BERETS BY 1,200
THURSDAY February 24, 1983
Word Count: 356

DESCRIPTORS: US; MILITARY; INCREASE

In their annual report to Congress recently, Army leaders said their *plans* *call* for creating two new *Special* Forces battalions, an *additional* company and a new group headquarters.

The Green Berets were the glamour troops in the early 1960s when they found favor with then-President John...

9/K, FREE/93 (Item 1 from file: 638)
DIALOG(R) File 638:(c) 2004 Newsday Inc. All rts. reserv.

08640516

FUN BOOK '96 / WINERIES / A TOAST TO LI'S WINERIES
Sunday May 19, 1996
Word Count: 1,481

DESCRIPTORS: LIST; WINE; LONG ISLAND; INFORMATION; TELEPHONE NUMBER

MEMO:

... acres. Retail sales, tastings and tours. Hours: 10 a.m.-6 p.m. daily Fee: None. Specialties: Riesling, chardonnay, merlot, cabernet sauvignon and strawberry wine. *Special* events: Monthly events *planned*; *call* for details. COBBLESTONE WINERY AND BREWERY, 286 Broadway, Huntington Station; 673-3710. Retail sales and tastings. Hours: 11 a.m.- 7pm. Tuesday Saturday. Specialties: Cabernet...

... Hours: Noon-5 p.m. Thursday-Monday to Nov. 26; by appointment Nov. 27-May. Specialties: Chardonnay, Domaine Wolffer (chardonnay reserve), dry rose. Fee: None. *Special* events: None *scheduled*.

ADDITIONS : OSPREY'S DOMINION VINEYARDS, Route 25, Peconic; 765-6188; 100 acres. Retail sales, tastings and tours. Hours: 10 a.m.-6 p.m. daily Fee: None. Specialities: Riesling, chardonnay, merlot, cabernet sauvignon and strawberry wine. *Special* events: Monthly events *planned*; *call* for details.

COBBLESTONE WINERY AND BREWERY, 286 Broadway, Huntington Station; 673-3710. Retail sales and tastings. Hours: 11 a.m.-7pm. Tuesday Saturday. Specialties: Cabernet...

9/K, FREE/94 (Item 2 from file: 638)
DIALOG(R) File 638:(c) 2004 Newsday Inc. All rts. reserv.

06563109

SCHOOL BECOMES A FAMILY AFFAIR
Sunday March 1, 1992
Word Count: 804

DESCRIPTORS: FAMILY; COLLEGES; MERCY FUENTES; EDUCATION; KINGSBOROUGH COMMUNITY COLLEGE

... year-olds, the school will start with pre-K. It will integrate nondisabled youngsters with those in special education under the direction of a teacher *specialist*.

The *plan* *calls* for *adding* a grade a year through second grade. After second grade, the children will enroll in their neighborhood school. Officials plan to evaluate and replicate the...

9/K, FREE/95 (Item 3 from file: 638)
DIALOG(R) File 638:(c) 2004 Newsday Inc. All rts. reserv.

05668215
HUNTINGTON VOTE SAVES 95 JOBS
Wednesday June 13, 1990
Word Count: 455

DESCRIPTORS: TOWN OF HUNTINGTON; BUDGET; HIGHWAY DEPARTMENT; EMPLOYEE; UNION INCOME; EMPLOYMENT; DISMISSALS; BOND ISSUE

... on capital projects for this year. The capital budget had called for spending \$16.1 million on general purpose projects and another \$9 million in *special* districts.

The-save-the-jobs *plan* *called* for *amending* the capital budget to allow town workers to perform about \$3.7 million in capital projects work that would have been put out to bid...

9/K, FREE/96 (Item 1 from file: 641)
DIALOG(R) File 641:(c) 2004 Scripps Howard News. All rts. reserv.

10620031
MUMS ARE PERENNIAL CHAMPS
Saturday, April 29, 2000
Word Count: 733

... shops will be loaded with trays of bedding plants. Many catalog sources also provide rooted cuttings or jiffy pot plants. If you want the fancier *varieties*, those catalog houses *specializing* in mums should be *contacted*. *Planting* mums is a simple operation. Once established, the plants quickly put out new roots and growth.

One precaution: If your new plants have six to...

9/K, FREE/97 (Item 1 from file: 702)
DIALOG(R)File 702:(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

12114055

DISPUTE OVER, GAY FILM FEST PUTS FOCUS BACK ON SCREEN
Thursday, April 24, 2003
Word Count: 835;

... Jackie Gleason Theater, 1700 Washington Ave., Miami Beach; and Cinema Paradiso, 503 SE Sixth St., Fort Lauderdale.

* Ticket prices start at \$12 per screening. Prices *vary* for *special* events and parties. For *schedules* and prices, *visit* www.mglff.com

Read reviews of festival movies Friday in Weekend. ...

9/K, FREE/98 (Item 2 from file: 702)
DIALOG(R)File 702:(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

10778159

COUNTY SHUTS BRIDGE TO MARATHON'S BOOT KEY
Wednesday, October 4, 2000
Word Count: 605

...the ones left suffering because of the deadlock.

Neugent, whose district includes Marathon, met with city officials Tuesday in an effort to restart negotiations.

In *addition*, Neugent says he *plans* to *call* a *special* commission meeting where he will propose reopening the Boot Key drawbridge on a thrice-daily schedule.

``As boneheaded as we all want to be about...

9/K, FREE/99 (Item 3 from file: 702)
DIALOG(R)File 702:(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

06023292

LISTING HELPS SALES IN SLOW MARKET REALTY AGENTS USUALLY OFFER BEST ALTERNATIVE
SUN April 7, 1991
Word Count: 854

...doesn't want to list with only one agent.

* Exclusive listings. When an owner lists the home for sale with just one agent, that is *called* an *exclusive* *listing*. There are two types of exclusives:

1. *Exclusive* agency. When this type of *listing* is used, the agent earns a sales commission if the listing agent or any other licensed agent locates an acceptable buyer. However, if the homeowner...

...right to sell listing is that it gives the listing agent maximum control over the sale. Agents gladly invest their time and money into selling *exclusive* right to sell properties.

* Multiple *listing*. This *variety* of *exclusive* *listing* is submitted to the local multiple listing service (MLS) for distribution to all member real estate brokers. The MLS is a cooperative organization, often operated...

9/K, FREE/100 (Item 4 from file: 702)
DIALOG(R) File 702:(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

05563309

METRO PLANS TO SELL TRANSIT TOKENS
THU SEP 20 1990
Word Count: 511

DESCRIPTORS: md; cost; transportation;

... tax referendum passes, tokens at an undetermined price won't go on sale until next summer so the transit agency can incorporate them into a *special* *marketing* *plan* aimed at *increasing* ridership.

Susan B. Anthony dollars and smaller denomination U.S. coins will continue to be accepted for all buses and trains.

The proposed penny tax...
?t s9/k,free/101-140

9/K, FREE/101 (Item 5 from file: 702)
DIALOG(R) File 702:(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

05521301
NEIGHBORHOOD NURSERIES YOU CAN DIG
SUN MAR 18 1990
Word Count: 2,057

DESCRIPTORS: list; address

DADE

BALDAN ORCHIDS

* Address: 20075 SW 180th Ave., Redland.
* Phone: (305) 232-8694.
* Hours: 10 a.m. to 4 p.m. Tues.- Sun., but *call* first.
* *Plants*: Orchids.

* *Specialty* items: Phalaenopsis.
BERRY'S TROPICAL *PLANTS*

* *Address*: 6450 SW 81st St., Miami.
* Phone: (305) 667-4036.
* Hours: By appointment.
* Plants: More than 50 species and cultivars of heliconias; kapok trees.
* Miscellaneous: Delivery...

...within a two-mile radius, landscaping services, free estimates.

BLOOMIN' GOOD

* Address: 20905 SW 240th St., South Dade.
* Phone: (305) 248-0818.
* Hours: By appointment.
* *Plants*: Landscape *plants* and flowering trees.

* *Specialty* items: 50 *varieties* of flowering trees in 3- to 25-gallon sizes.

* Miscellaneous: Free delivery on any order over \$200.

BONSAI BENCH

* Address: 25601 SW 137th Ave., Princeton...

...palms.

CORAL REEF NURSERY

* Address: 22305 SW 157th Ave., Goulds.

* Phone: (305) 245-9224.

* Hours: 8 a.m. to 4:30 p.m., Mon.- Sat.

* *Plants*: Tropical fruit trees.

* *Specialty* items: 19 *varieties* of citrus.

DICK CORNELL NURSERY

* Address: 13255 W. Dixie Highway, North Miami.

* Phone: (305) 893-0792.

* Hours: 8 a.m. to 5 p.m., Mon...Phone: (305) 233-5636.

* Hours: 7:30 a.m. to 5 p.m., Mon.- Sat.; 10 a.m. to 4 p.m., Sun.

* Plants: Landscape *plants*, including wide *variety* of natives.

* *Specialty* items: Cap rock, eucalyptus mulch, potting soil and water fountains.

* Miscellaneous: Free delivery for orders over \$300.

PLANT DOCTOR

* Address: 15195 SW 192nd St., South...

...305) 791-2029.

* Hours: Mon.- Wed., by appointment only; 10 a.m. to 5 p.m., Thurs.- Fri.; 11 a.m.- 3 p.m. Sun.

* *Plants*: Exotic and tropical *plants*.

* *Specialty* items: 120 *varieties* of heliconias.

TROPICAL TREES OF DAVIE

* Address: 4700 S. University Dr., Davie.

* Phone: (305) 434-6015.

* Hours: 9 a.m. to 5 p.m., Mon...

9/K, FREE/102 (Item 6 from file: 702)
DIALOG(R) File 702:(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

01015707

ARMY WILL ADD MORE UNITS TO ITS FAMED GREEN BERETS

THU FEB 24 1983

Word Count: 435

DESCRIPTORS: us; military; increase

In their annual report to Congress recently, Army leaders said their *plans* *call* for creating two new *Special* Forces battalions, an *additional* company and a new group headquarters.

Other Army officials said these new units would be staffed by about 1,200 men.

The Green Berets were...

9/K, FREE/103 (Item 7 from file: 702)
DIALOG(R)File 702:(c) 2004 The Miami Herald Publishing Co. All rts. reserv.

01015646

ARMY WANTS MORE GREEN BERETS FOR MISSIONS BEHIND ENEMY LINES

THU FEB 24 1983

Word Count: 332

DESCRIPTORS: us; military; increase

...for bolstered ability to "disrupt enemy rear area operations" in Eastern Europe and elsewhere.

In their annual report to Congress recently, Army leaders said their *plans* *call* for creating two new *Special* Forces battalions, an *additional* company and a new group headquarters.

The Green Berets were the glamour troops of the early 1960s when they found favor with then-President John...

9/K, FREE/104 (Item 1 from file: 703)
DIALOG(R)File 703:(c) 2004 USA Today. All rts. reserv.

08595747

ACROSS THE USA: NEWS FROM EVERY STATE

THURSDAY April 10, 1997

Word Count: 1718

DESCRIPTORS: STATE NEWS; WASHINGTON DC

... and his teen-age son, was shot to death by police after he fatally wounded a sheriff's deputy.

South Dakota

Sioux Falls -- Gov. Janklow *plans* to *call* the Legislature into *special* session Monday to *address* statewide blizzard and flood expenses. He's considering a temporary hike in the motor fuels tax.

Tennessee

Nashville -- The House Agricultural Committee OK'd a...

9/K, FREE/105 (Item 2 from file: 703)
DIALOG(R)File 703:(c) 2004 USA Today. All rts. reserv.

06524666

ALABAMA

SATURDAY July 25, 1992

Word Count: 1,355

DESCRIPTORS: STATE LIST

TEXT:

Gov. Hunt has no *plans* to *call* the Legislature into *special* session to *address* budget problems, saying state agencies can self-impose his across-the-board 7% budget cut as of Oct. 1. Hardest hit: Dept. of Corrections, which...

9/K, FREE/106 (Item 3 from file: 703)
DIALOG(R) File 703:(c) 2004 USA Today. All rts. reserv.

06039313

ALABAMA

MONDAY November 11, 1991

Word Count: 3,230

DESCRIPTORS: STATE LIST

... caucused in effort to build budget plan aimed at slashing \$121 million. Gov. McKernan says he'll wait for legislative leaders to work out budget *plan* before *calling*

special session.

MARYLAND

COLLEGE PARK - 2-day strike by University of Maryland English professors will start today. It could cancel classes for 10,000 students. Catalyst... plans to open gallery in '92. City will lease land for 20 years at \$1,000 per year. ... HARVEY - NuGrain Technologies Inc. plans to open *plant* in '92 to make *special* barley *varieties* into cereal and flour products. Officials plan to process 1 million bushels of barley per year within 4 years.

OHIO

COLUMBUS - Mammography screening would be...

9/K, FREE/107 (Item 1 from file: 704)
DIALOG(R) File 704:(c) 2004 The Oregonian. All rts. reserv.

12536204

KULONGOSKI STARTS JUGGLING

Thursday, February 5, 2004

Word Count: 1,082

...Kulongsoski said he has ordered state agencies to absorb the cuts "to the greatest extent possible without affecting programs."

But Kulongsoski said he does not *plan* to *call* the Legislature into *special* session to *change* the cuts that legislators specified last year. A special session would be required to head off the \$285 million reduction in state support for K...

9/K, FREE/108 (Item 2 from file: 704)
DIALOG(R) File 704:(c) 2004 The Oregonian. All rts. reserv.

12178148

CHANGING PLANES IN AIRPORTS, TIME, SPACE

Sunday, June 29, 2003

Word Count: 692

...the vast array of places one can visit. The agency maintains hostels and hotels specifically for tourists, and provides translatomats for optimum communication. Yet each *plane* is *unique*.

The stories in "Changing Planes" describe *visits* to many weird otherworlds, but as Le Guin fans already know, these odd experiences are all about us. It's as if Le Guin shatters...

9/K, FREE/109 (Item 3 from file: 704)
DIALOG(R) File 704:(c) 2004 The Oregonian. All rts. reserv.

12115018
THE BEST PLACES, A TO Z D-E-F
Friday, April 25, 2003
Word Count: 2,636

MEMO:
TYPE: *Special* Section
List *Address* Telephone 1
N

TEXT:
... has been bringing to Milwaukie residents since 1991. In addition to excellent traditional, Italian mainstays, superb seafood dishes are often spotlighted here. Customers on a *special* *calling* *list* flock in when the \$50 abalone is available.
Cuisine: Home-style Italian.

9/K, FREE/110 (Item 4 from file: 704)
DIALOG(R) File 704:(c) 2004 The Oregonian. All rts. reserv.

10674055
WHAT'S HAPPENED SO FAR
Thursday, June 22, 2000
Word Count: 153

TEXT:
...first comes to the attention of the Oregon Health Services Commission.

June 8: Medical experts on the commission recommend leaving lung-liver transplantation off the *prioritized* *list*, *calling* it "experimental."

June 14: Medical assistance office agrees to pay for Stroeder's evaluation to see if she is mentally and physically fit for a transplant, but it still maintains that the operation is not covered.

Today: Health Services Commission votes on recommendations for *revised* *priority* *list*.

9/K, FREE/111 (Item 5 from file: 704)
DIALOG(R) File 704:(c) 2004 The Oregonian. All rts. reserv.

09793222
HAVE YOU DONE ALL YOU CAN?
Tuesday, October 20, 1998
Word Count: 246

... turning the handles on pots and adjusting the temperature on your water heater. Create a list of the more expensive items you can tackle, and *prioritize* an action *plan*.

In *addition*, consider getting help by *calling* the numbers *listed* on Page E1.

9/K, FREE/112 (Item 6 from file: 704)

08262128

HOT TOPICS BUNN WON'T MAKE RUN FOR PACKWOOD'S SENATE SEAT

TUESDAY, September 19, 1995

Word Count: 719

...Press

* Senate election may delay special legislative session

SALEM -- The special election to replace Sen. Bob Packwood may prompt Gov. John Kitzhaber to delay a *special* legislative session *planned* for early next year.

Kitzhaber earlier announced *plans* to *call* lawmakers back to Salem in January to provide state money to build more county jails.

But that was before Packwood announced his resignation, effective Oct...

... to be focused on what's happening in the special session, and nothing else.''

A spokeswoman for the governor, Leslie Carlson, said Kitzhaber still was *planning* for a January *special* session but could *change* his mind.

``The governor needs to coordinate with legislators, local governments and corrections officials to make sure that the time when we schedule a special...

9/K, FREE/113 (Item 7 from file: 704)
DIALOG(R) File 704:(c) 2004 The Oregonian. All rts. reserv.

08151063

KITZHABER URGES LOCAL CORRECTIONS

WEDNESDAY, May 31, 1995

Word Count: 538

Kitzhaber said that if the Legislature passed the *plan* he would *call* a *special* session in January to allow legislators to evaluate construction plans for more jail space.

``If we simply implement the measure without trying to look at...

... certificates of participation. The councils would evaluate whether they needed jail cells and submit their plans by December.

In January, the Legislature would meet in *special* session to evaluate the construction *plans* and approve, *modify* or reject the construction plans, Kitzhaber said. They also would approve the transfer of authority of state inmates to the county level.

The plan would...

9/K, FREE/114 (Item 1 from file: 713)
DIALOG(R) File 713:(c) 2004 Atlanta Newspapers. All rts. reserv.

10352106

CAMPAIGN 2000: GORE, BRADLEY DIFFER ON ISSUES BUT ESCHEW ATTACKS

Saturday, December 18, 1999

Word Count: 879

... They also clashed over education, with Gore referring several times to his \$115 billion plan to pump new federal money into preschool education, teacher salary *increases* and *special* education. Gore *called* the *plan* "revolutionary" and accused Bradley of failing to address education.

Bradley responded by ticking off the investments he would make: doubling the size of Head Start...

9/K, FREE/115 (Item 2 from file: 713)
DIALOG(R) File 713:(c) 2004 Atlanta Newspapers. All rts. reserv.

09834060

ATLANTA'S GARDEN GROWS THE ATLANTA BOTANICAL GARDEN IS SEEING GREEN AS A \$15 MILLION FUND-RAISING CAMPAIGN GOAL NEARS

Monday, November 30, 1998

Word Count: 1,071

...common at seminars. "Being in the center of Atlanta and with the airport we have, we are able to attract world-renowned speakers," Glenn said.

Plans *call* for *adding* a *special*-events facility that will seat 125

and renovating existing facilities in 2001. Additional parking and other improvements would be made by 2003, for a total...

9/K, FREE/116 (Item 3 from file: 713)
DIALOG(R) File 713:(c) 2004 Atlanta Newspapers. All rts. reserv.

06277251

MEDICAL PRIORITY LIST HELPS UTILITY MEET SPECIAL NEEDS

Thursday October 3, 1991

Word Count: 263

DESCRIPTORS: PUBLIC; UTILITIES; MEDICINE; EQUIPMENT; BUSINESS; COBB COUNTY
...priority list, a patient must be referred by a physician.

Marietta Power notifies every customer affected by a planned power outage. For people on the *priority* *list*, the utility *calls* to ensure battery backup is available during the outage, Ms. Lawson said. People without battery backups may be able to go somewhere else during the power interruption. And paramedics can be called if a power failure results in a life-threatening situation.

The *priority* *list* is *updated* weekly, but many customers and physicians are unaware of the service, Ms. Lawson said. "We need to get this information out to physicians and patients..."

... said. "Our need right now is to find out who in our jurisdiction is in need of this service."

For information about Marietta Power's *priority* *list*, *call* 429-4240.

9/K, FREE/117 (Item 4 from file: 713)
DIALOG(R) File 713:(c) 2004 Atlanta Newspapers. All rts. reserv.

05060052

GOP OFFERS MORE GENEROUS TAX BREAK PLAN ITS HIGHER COST MAKES HARRIS'S SUPPORT UNLIKELY

TUESDAY August 22, 1989

Word Count: 510

DESCRIPTORS: TAXATION; GOVERNMENT; FINANCES; GEORGIA

TEXT:

Republican lawmakers Monday unveiled an *alternative* *plan* to give a *special* tax break to retired local, state and federal workers over age 55.

The proposal would be more generous to the elderly than plans offered by Democratic leaders and Gov. Joe Frank Harris, who is *planning* to *call* a *special* session of the Legislature on the issue next month. It also would be more costly to the state treasury, although the GOP lawmakers were unable...

9/K, FREE/118 (Item 1 from file: 714)
DIALOG(R) File 714:(c) 2004 Baltimore Sun. All rts. reserv.

11218022

Residents of Glyndon decry lack of voice in Beth Tfiloh expansion Concerns include size of school, more traffic
Monday August 6, 2001

Word Count: 659

...matter of right, so we don't need community input."

DiGrigoli and G. Scott Barheight, another Beth Tfiloh lawyer, withdrew a previous zoning request to *amend* a so-*called* **special* exception" *plan* that would require Zoning Commissioner Lawrence E. Schmidt to hear testimony from the community before allowing the project to proceed.

Instead, the synagogue's lawyers...

9/K, FREE/119 (Item 2 from file: 714)
DIALOG(R) File 714:(c) 2004 Baltimore Sun. All rts. reserv.

10255104

Meade cleanup making progress; EPA *added* Army post to *priority* *list* in 1998, *calling* it one of worst
Sunday September 12, 1999

Word Count: 998

Meade cleanup making progress; EPA *added* Army post to *priority* *list* in 1998, *calling* it one of worst

9/K, FREE/120 (Item 3 from file: 714)
DIALOG(R) File 714:(c) 2004 Baltimore Sun. All rts. reserv.

09239002

\$30 MILLION SET FOR SCHOOL IMPROVEMENTS; BULK DESIGNATED FOR TEXTBOOKS, READING, MATH; 'TIGHTENED UP OUR FOCUS'; EMPHASIS PLACED ON YOUNGER GRADES FOR FAST PROGRESS

Wednesday August 27, 1997

Word Count: 864

DESCRIPTORS: MARYLAND

...academies citywide by Nov. 1.

These programs will offer intensive extra instruction in math, targeting students who have not passed the Maryland Functional Test.

In *addition*, the *plan* *calls* for improvements in *special* education services to help the school system comply with federal laws.

For elementary and middle schools, the board set aside about \$500,000 for new...

9/K, FREE/121 (Item 4 from file: 714)
DIALOG(R) File 714:(c) 2004 Baltimore Sun. All rts. reserv.

07794208

LIGHT UP THE SKY: TRADE CENTER TO BECOME A DOWNTOWN BEACON
Friday October 21, 1994
Word Count: 1,055

... he said. "It's going to be very much of a landmark, like a lighthouse seen from the beach. It will be a reference point."

Calls *plan* *unique*

The designer *added* that he is not aware of any other buildings that have been lighted the way the World Trade Center will be. The key, he said
...

9/K, FREE/122 (Item 5 from file: 714)
DIALOG(R) File 714:(c) 2004 Baltimore Sun. All rts. reserv.

07036228

**AMPREY INDICATES KEY *CHANGES* TO SCHOOL ZONING *PLAN* HE ALSO *CALLS*
SPECIAL EDUCATION, K-8 PROGRAMS SAFE BALTIMORE CITY**
Friday, February 5, 1993
Word Count: 849

**AMPREY INDICATES KEY *CHANGES* TO SCHOOL ZONING *PLAN* HE ALSO *CALLS*
SPECIAL EDUCATION, K-8 PROGRAMS SAFE BALTIMORE CITY**

9/K, FREE/123 (Item 1 from file: 735)
DIALOG(R) File 735:(c) 2004 St. Petersburg Times. All rts. reserv.

09040041

PLAZA'S FACE-LIFT TO RAISE AREA'S CHIN
SUNDAY February 9, 1997
Word Count: 383

DESCRIPTORS: BUSINESS; DEVELOPMENT; COST

... 65,000-square-foot space in the northwest corner most recently occupied by Rooms To Go, has been leased by Holiday Wonderland, a banquet and *special* events facility.

Renovation *plans* *call* for the *addition* of terra-cotta tile, new fascia over the building, upgraded parking lights, a resurfaced parking lot and new landscaping, Scher said.

The sign outside the...

9/K, FREE/124 (Item 1 from file: 476)
DIALOG(R) File 476:(c) 2004 Financial Times Ltd. All rts. reserv.

0011462296 A200305221A724-1-DFT
Taubmans' injunction is suspended
Wednesday, May 21, 2003
Word Count: 389

COMPANY NAMES: Taubman Centers Inc (CK=TAUBC00000); Westfield Holdings Ltd (CK=WESVN00000)
DESCRIPTORS: Company News (DC=CN); General News (DC=ON); Law & Legal Issues (DC=ON26); Mergers & Acquisitions (DC=CN14)
GEOGRAPHIC NAMES: United States of America (GC=US); Americas (GC=XR); North America (GC=XB); Michigan
PRODUCT/INDUSTRY NAMES: Lessors of Nonresidential Buildings exc Miniwarehouse (NC=53112); Lessors of Real Estate (NC=5311); Real Estate (NC=531); Real Estate & Rental & Leasing (NC=53)

...spokesman from Simon and Westfield.

The motion means that Taubman cannot hold a shareholder meeting at which a takeover would be voted on. Simon had *planned* to *call* a *special* shareholder meeting to *change* the company's bylaws so it could buy Taubman shares.

Shares in Taubman have inched up as investors piled in to take advantage of what...

9/K, FREE/125 (Item 2 from file: 476)
DIALOG(R) File 476:(c) 2004 Financial Times Ltd. All rts. reserv.

0011462275 A2003052284C-10E-FT
COMPANIES THE AMERICAS/EUROPE: Taubmans' injunction is suspended COURT RULING:
Thursday, May 22, 2003
Word Count: 392

COMPANY NAMES: Taubman Centers Inc (CK=TAUBC00000)
DESCRIPTORS: Company News (DC=CN); Law & Legal Issues (DC=ON26); Mergers & Acquisitions (DC=CN14)
GEOGRAPHIC NAMES: United Kingdom (GC=GB); European Union (GC=EU); Europe (GC=XG); Western Europe (GC=XJ)
PRODUCT/INDUSTRY NAMES: Department Stores (NC=45211); Legal Counsel & Prosecution (NC=92213)

...spokesman from Simon and Westfield.

The motion means that Taubman cannot hold a shareholder meeting at which a takeover would be voted on. Simon had *planned* to *call* a *special* shareholder meeting to *change* the company's bylaws so it could buy Taubman shares.

Shares in Taubman have inched up as investors piled in to take advantage of what...

9/K, FREE/126 (Item 3 from file: 476)
DIALOG(R) File 476:(c) 2004 Financial Times Ltd. All rts. reserv.

0011310072 A20020108BB7C-1-DFT

Today's People on the Move

Tuesday, January 8, 2002

Word Count: 1,820

COMPANY NAMES: Bayer AG (CK=BAYER00000)

DESCRIPTORS: Health & Healthcare (DC=ON24); General News (DC=ON)

GEOGRAPHIC NAMES: Germany (GC=DE); Europe (GC=XG); European Union (GC=EU); Western Europe (GC=XJ)

PRODUCT/INDUSTRY NAMES: Pharmaceutical Preparation Mfg (NC=325412)

...for Mellon Global Foreign Exchange, will be based in Boston. Cera joins Mellon from State Street Corporation where he was senior strategist.

Evolution Group, the *Alternative* Investment *Market* *listed* investment bank *specialising* in enabling technologies and retail asset management, has made two senior appointments to its equity sales team. Justin Law, 38, and Chris Coleman, 35, join...

9/K, FREE/127 (Item 4 from file: 476)
DIALOG(R) File 476:(c) 2004 Financial Times Ltd. All rts. reserv.

0011309790 A200201096AD-44-FT

PEOPLE: Moving places Evolution Group

Wednesday, January 9, 2002

Word Count: 47

COMPANY NAMES: Evolution Group PLC (CK=EVOLG00000)

DESCRIPTORS: Appointments (DC=ON02); Company News (DC=CN); Human Resources & Employment (DC=CN11); People (DC=ON29)

GEOGRAPHIC NAMES: United Kingdom (GC=GB); European Union (GC=EU); Europe (GC=XG); Western Europe (GC=XJ)

PRODUCT/INDUSTRY NAMES: Investment Banking & Securities Dealing (NC=52311)

TEXT:

Evolution Group, the *Alternative* Investment *Market* *listed* investment bank *specialising* in enabling technologies and retail asset management, has made two senior appointments to its equity sales team. Justin Law, 38, and Chris Coleman, 35, join...

9/K, FREE/128 (Item 5 from file: 476)
DIALOG(R) File 476:(c) 2004 Financial Times Ltd. All rts. reserv.

0010031625 BOJBIAOAGKFT

COMPANIES & FINANCE: UK: Palm pruners who hope to bring profits to fruition: Lucy Smy looks at the growth strategy of Jardinerie Interiors

Wednesday, February 10, 1999

Word Count: 748

COMPANY NAMES: JARDINERIE INTERIORS GROUP PLC

DESCRIPTORS: Equities & Bonds - Prices; Sales; Equity prices; Sales

GEOGRAPHIC NAMES: United Kingdom (GC=GB)

PRODUCT/INDUSTRY NAMES: Botanical and Zoological Gardens (SC=8422)

...a palm tree. If you left it alone it would grow through the roof," says Sam Howie, marketing director of the Solihull-based company.

Jardinerie *specialises* in what it *calls* "*plantscaping*" - *changing* the interior landscape with plants. At one end of the market this means renting tropical plants to offices and then maintaining them. At the other ...

9/K, FREE/129 (Item 6 from file: 476)
DIALOG(R)File 476:(c) 2004 Financial Times Ltd. All rts. reserv.

0005513395 BOADRAQAABFT

Survey of International Direct Marketing (2): Largely uncharted territory ahead - The overall picture in Europe is jumbled

Wednesday, April 18, 1990

Word Count: 1,175

...bases form an area in which European direct marketing clearly lags behind the US - a situation which illustrates a particular European predicament. In the US *specialised* companies *market* statewide *lists*, providing millions of *addresses* broken down according to life-style information, which is supplied voluntarily by consumers.

There is no similar Europe-wide data base. The UK has two...

9/K, FREE/130 (Item 7 from file: 476)
DIALOG(R)File 476:(c) 2004 Financial Times Ltd. All rts. reserv.

0003067524 B05IXAZAE4FT

Wiggins Teape Aims At High-Tech Niche: Launch of an office stationery range
Saturday, September 7, 1985

Word Count: 599

...year, during 20 years of pressure from imports. This has been done through abandoning high-volume products and dominating a remarkable array of high value-*added*, *speciality* *markets*.

In *planning* the Courier range, Wiggins Teape had one obvious problem. The company already has sales worth about 30 m Pounds sterling in office paper, through brands...

9/K, FREE/131 (Item 1 from file: 710)
DIALOG(R)File 710:(c) 2004 Times Newspapers. All rts. reserv.

15839257

FAST FOODIES;THE GREAT INDOORS;PROPERTY

Friday, December 5, 2003

Word Count: 818

...class, however. Enter the small and flexible kitchen.

At its smallest, it can be little more than what Laurence Pidgeon of the kitchen and bathroom *specialists* *Alternative* *Plans* *calls* a tea station -"somewhere to boil an egg, make some tea, use the oven/microwave combi (Miele and De Dietrich both make very nice ones...

9/K, FREE/132 (Item 1 from file: 711)
DIALOG(R)File 711:(c) 2004 Newspaper Publ. PLC. All rts. reserv.

08264158

With a little help from their friends
Thursday, September 21, 1995

Word Count: 643

...contributed by the students, called "Open Folio". One wall of the studio is devoted to A5 boards, each with a photograph of a student and *contact* *address* plus *list* of his or her experiences, *special* skills and, most important, areas where they need help.

Neal Kirkpatrick, an undergraduate now on an industrial placement, says: "When I get back to college..."

9/K, FREE/133 (Item 1 from file: 756)
DIALOG(R) File 756:(c) 2004 Telegraph Group. All rts. reserv.

00030484 743102362 (USE FORMAT 7 FOR FULLTEXT)

Pay plan to boost special constables

Sunday, January 28, 2001

WORD COUNT: 119

EVENT NAMES: GOVERNMENT

TEXT:

IN A bid to *increase* the number of *special* constables, the Government is considering *plans* to pay officers who, until now, have been volunteers. Since Labour took office numbers of the part-timers have fallen from 19,000 to 13...

...are now considering a report on the future of special constables which recommends payment as either a call-out fee or a retainer. Under the *call*-out fee *plan*, *special* constables would receive the normal police pay for a shift. This could amount to about pounds 10 an hour before tax. The retainer would be...

9/K, FREE/134 (Item 2 from file: 756)
DIALOG(R) File 756:(c) 2004 Telegraph Group. All rts. reserv.

00005486 774133732 (USE FORMAT 7 FOR FULLTEXT)

Bridgeman strikes Canadian connection

Thursday, October 5, 2000

WORD COUNT: 832

COMPANY NAMES: ASSOCIATED BRITISH FOODS PLC; LLOYDS TSB GROUP PLC; WILLIS CORP; SMITH BARNEY SHEARSON; YORKSHIRE WATER PLC; CARBO PLC; HOPKINSONS GROUP PLC; ARLA FOODS AB; ARLA EK FOR; TDG; EUROTUNNEL PLC; BRITISH STEEL PLC; CARADON PLC; BARING ASSET MANAGEMENT INC; BARING PRIVATE ASSET MANAGEMENT LTD; EMI GROUP PLC; EMI INC; TREATT; MERCHANT RETAIL GROUP PLC ; JOHN LEWIS PARTNERSHIP; SLAUGHTER CO; LAND SECURITIES PLC; DCS GROUP PLC; BALTIMORE TECHNOLOGIES LTD; AEGON NV; INDEPENDENT INSURANCE GROUP PLC; CHARTERED INSURANCE INSTITUTE; REXAM PLC; MOSS BROTHERS; GROSS AND CO; DAILY TELEGRAPH; GPC

GEOGRAPHIC NAMES: EUROPE; UNITED KINGDOM; USA; EUROPEAN UNION; WESTERN EUROPE; AMERICAS; NORTH AMERICA

INDUSTRY NAMES: INSURANCE; MANAGEMENT CHANGES; POLITICAL AND PUBLIC AFFAIRS; FINANCIAL SERVICES; COMPANY PROFILES; CORPORATE

EVENT NAMES: COMPANY PROFILES; DISTRIBUTION CHANNELS; INVESTMENT; ORGANISATIONS AND INSTITUTIONS; POLITICAL AND PUBLIC AFFAIRS

...group, has joined the board of the Dublin-based firm Norkom Technologies, which helps companies predict customer behaviour, as a non-executive director. SBS, the *Alternative* Investment *Market*- *listed* *specialist* information technology staffing group, has appointed Philip Holt,

its finance director, as chief operating officer. SIR Michael Jenkins, former civil servant and vice-chairman of...

9/K, FREE/135 (Item 1 from file: 757)
DIALOG(R) File 757:(c) 2004. All rts. reserv.

01344817 559312751 (USE FORMAT 7 FOR FULLTEXT)

IRAQ WAR: Baghdad suicide attack

Friday, April 11, 2003

WORD COUNT: 606

GEOGRAPHIC NAMES: ARAB STATES; EUROPE; GULF STATES; IRAQ; MEDITERRANEAN; MIDDLE EAST; SOUTHERN EUROPE; TURKEY; WESTERN ASIA

INDUSTRY NAMES: FUEL AND POWER; OIL EXTRACTION; OIL INDUSTRY; POLITICAL AND PUBLIC AFFAIRS

EVENT NAMES: GOVERNMENT; POLITICAL AND PUBLIC AFFAIRS; PRODUCTIVITY

...of all citizens. And then our military forces will leave,"

Bush said in a video message that was broadcast to Iraqi TV sets from a *specially* *adapted* Hercules transport *plane* *called* a Rivet Rider.

Blair said: "Our forces are friends and liberators of the Iraqi people, not your conquerors."

In northern Iraq, Kurdish fighters in more...

9/K, FREE/136 (Item 2 from file: 757)
DIALOG(R) File 757:(c) 2004. All rts. reserv.

00086613 757704972 (USE FORMAT 7 FOR FULLTEXT)

Market takes a late tumble

Saturday, December 23, 2000

WORD COUNT: 481

COMPANY NAMES: CABLE AND WIRELESS PLC; HOMEBASE CO; HOMEBASE GROUP LTD; HOMEBASE INC; HOMEBASE LTD; J SAINSBURY PLC; BAT INDUSTRIES PLC; BANK OF SCOTLAND; ROYAL BANK OF SCOTLAND GROUP PLC; DIXONS GROUP PLC; HILTON HOTELS CORP; HANSON PLC; GLAXO WELLCOME PLC; SMITHKLINE BEECHAM PLC

GEOGRAPHIC NAMES: UNITED KINGDOM; EUROPEAN UNION; EUROPE; WESTERN EUROPE

INDUSTRY NAMES: LEISURE; PHARMACEUTICAL INDUSTRY; STOCKS AND SHARES;

CORPORATE; FINANCIAL SERVICES; INVESTMENT

EVENT NAMES: DISTRIBUTION CHANNELS; INVESTMENT; STOCKS AND SHARES

...trading on the LSE as GlaxoSmithKline next Wednesday.

Glaxo closed up 1p at pounds 18.48, while SmithKline was up 41/2p at 833p.

And *Alternative* Investment *Market*-*listed* online computer games *specialist* gameplay lifted 10 per cent, or 111/2p at 1211/2p as the City digested an upbeat trading statement.

?b eshoptext

NFText

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?show files; ds
File 65:Inside Conferences 1993-2004/Mar W2
      (c) 2004 BLDSC all rts. reserv.
File 99:Wilson Appl. Sci & Tech Abs 1983-2004/Feb
      (c) 2004 The HW Wilson Co.
File 233:Internet & Personal Comp. Abs. 1981-2003/Sep
      (c) 2003 EBSCO Pub.
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
      (c) 2002 The Gale Group
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File 473:FINANCIAL TIMES ABSTRACTS 1998-2001/APR 02
      (c) 2001 THE NEW YORK TIMES
File 474:New York Times Abs 1969-2004/Mar 17
      (c) 2004 The New York Times
File 475:Wall Street Journal Abs 1973-2004/Mar 17
      (c) 2004 The New York Times
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Set	Items	Description
S1	48385	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	14650	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	224	S1 (7N) S2
S4	4	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) - PRACTITIONER?) OR PHYSICIAN?)
S5	684	(ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD- AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	0	S4 AND S5
S7	50	S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? - <u>OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?</u>)
S8	9	S3 AND S5
<u>S9</u>	9	RD (unique items)
<u>S10</u>	0	S9 AND S7
S11	0	RD (unique items)
?		

9/K, FREE/1 (Item 1 from file: 99)

DIALOG(R)File 99:(c) 2004 The HW Wilson Co. All rts. reserv.

1410574 H.W. WILSON RECORD NUMBER: BAST97002346

Geometric properties of factorable planar systems of differential equations

DESCRIPTORS: Differential equations--Numerical solutions; Planar processes
; Computational geometry;
19961200

ABSTRACT: Systems of two ordinary differential equations whose expressions factor in rectangular coordinates into separate functions of each of the two *variables* are *called* factorable *planar* systems. *Special* geometrical properties of the solutions and the equilibria of these systems are discussed and, in particular, it is shown that such systems do not have
...

9/K, FREE/2 (Item 1 from file: 233)

DIALOG(R)File 233:(c) 2003 EBSCO Pub. All rts. reserv.

00621108 01DD02-010

Interrupt scheduling -- An efficient scheduler can make the difference
20010201

Descriptors: Scheduling; Utility Program; Engineering

... were fed via a single interrupt pin. Adds that the scheduler program was also devised to allow simple extension if more handlers are needed, or *priorities* *change*. Notes that the *scheduler* is essentially a short routine and a linked list, each member of which points to individual handler routines, which the *scheduler* *calls* in *prioritized* order. Explains that the *scheduler* works as follows: an interrupt occurs and the hardware interrupt routine runs, which accesses the external hardware and clears the interrupt source, and then enables...

9/K, FREE/3 (Item 2 from file: 233)

DIALOG(R)File 233:(c) 2003 EBSCO Pub. All rts. reserv.

00237177 91MA03-106

In-house scanners becoming routine -- As prices for low-end scanners drop, designers and publishers are using them regularly to create art for positioning, compositing, ...

19910312

Descriptors: Scanner; Vendor Guide; Consumer Information; Macintosh

... list and street prices of 24-bit color and 8-bit grayscale scanners. Examines alternatives to the traditional flatbed scanner while a sidebar spotlights scanners *specially* designed for transparencies. *Lists* vendors, *contact* *addresses* and their respective products at end. Includes two tables. (PAM)

9/K, FREE/4 (Item 1 from file: 583)

DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

09486366

EU Commission Creates Alternative Plan for Beef

EU: EC TO UNVEIL BEEF PLAN

19 Mar 2001

EVENT: International Economic Relations (95); International Politics (96)
; National Government Economics (94);

COUNTRY: European Community (4EC);

The European Commission (EC) should implement a new regime to deal with the beef crisis over the next five days, with the so-*called* *special*

purchase *plan* regarded as an *alternative* to having to destroy animals. The new plan allows European governments to procure beef and either store or donate it. The new measures are a...

9/K, FREE/5 (Item 2 from file: 583)
DIALOG(R) File 583:(c) 2002 The Gale Group. All rts. reserv.

06235183
HAI PHONG FACES ENVIRONMENTAL DAMAGE
VIETNAM: STATE TO DEVELOP HAI PHONG
12 Nov 1995

PRODUCT: Local Government (9300);
EVENT: Market & Industry News (60);
COUNTRY: Vietnam (9VIE);

... existing industrial centres are to be upgraded as well. On the other hand, creating a positive environment for joint ventures is also high on the *priority* *list*. In *addition*, the *plan* *call* for the relocation of harmful industries.

9/K, FREE/6 (Item 3 from file: 583)
DIALOG(R) File 583:(c) 2002 The Gale Group. All rts. reserv.

01426335
CARLSBERG'S PLANS FOR THE FUTURE
UK - CARLSBERG'S PLANS FOR THE FUTURE
9 November 1987

PRODUCT: Beer & Other Malt Beverages (2082);
EVENT: COMPANIES ACTIVITIES (10);
COUNTRY: United Kingdom (4UK); OECD Europe (415); NATO Countries (420);
South East Asia Treaty Organisation (913);

...be in a good position to survive. Its sales continue to increase despite action by Canadian, US and Australian brands. Carlsberg benefits from a smaller *specialist* sales forces and its *marketing* *plans* for 1988 include *increased* TV ads, media support and sports sponsorship.

9/K, FREE/7 (Item 1 from file: 35)
DIALOG(R) File 35:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01460498 ORDER NO: AADAA-I9604515
A TRANSACTION MODEL FOR ACTIVE AND REAL-TIME DATABASES
Year: 1995

...throughput. The protocol is validated through simulation.
Real-time schedulers must perform well both under underloaded and overloaded situations. In this dissertation, we propose a *variation* of weighted *priority* *scheduling* algorithm *called* Deadline Access Parameter Ratio (DAPR), that actively considers the I/O requirements and the amount of unprocessed work for "canned" transaction assumption. We show through...

9/K, FREE/8 (Item 1 from file: 474)
DIALOG(R) File 474:(c) 2004 The New York Times. All rts. reserv.

00879373 NYT Sequence Number: 065125780609
Indian Prime Min Morarji R Desai arrives in US to *address* UN General Assembly *special* session on disarmament. *Plans* to *visit* San Francisco (Calif) before going to Washington (DC) for talks with Pres Carter (S.).
Friday June 9 1978

COMPANY NAMES: GENERAL ASSEMBLY; UNITED NATIONS (UN)
DESCRIPTORS: ARMS CONTROL AND LIMITATION AND DISARMAMENT; SPECIAL SESSIONS
; TRAVEL, PERSONAL
PERSONAL NAMES: CARTER, JIMMY (PRES); DESAI, MORARJI R
GEOGRAPHIC NAMES: INDIA; SAN FRANCISCO (CALIF); UNITED STATES

Indian Prime Min Morarji R Desai arrives in US to *address* UN General Assembly *special* session on disarmament. *Plans* to *visit* San Francisco (Calif) before going to Washington (DC) for talks with Pres Carter (S)...

9/K, FREE/9 (Item 1 from file: 475)
DIALOG(R) File 475:(c) 2004 The New York Times. All rts. reserv.

08160665 NYT Sequence Number: 000000030206

TAX REPORT

Thursday February 6 2003

DESCRIPTORS: TAXATION; EDUCATION AND SCHOOLS; TEACHERS AND SCHOOL EMPLOYEES; LAW AND LEGISLATION

ABSTRACT:

Under the Bush economic-stimulus package, teachers and many other educators would get an expanded tax benefit; the *plan* *calls* for extending and *increasing* a *special* \$250 deduction *scheduled* to expire at the end of this year (S)
?

7/K, FREE/1 (Item 1 from file: 99)
DIALOG(R) File 99:(c) 2004 The HW Wilson Co. All rts. reserv.

1748386 H.W. WILSON RECORD NUMBER: BAST98004691
Ciba Specialty Chemicals: "taking off with flying colors"

DESCRIPTORS: Ciba Specialty Chemicals AG;
19971200

ABSTRACT: In an interview, Jean-Luc Schwitzguebel, global head of textile dyes, and Hans Hoffmann, North American president of textile dyes, Ciba *Specialty* Chemicals, discussed how Ciba *plans* to respond to *changing* industry conditions. Ciba Specialty Chemicals was launched in March 1997 and is the world's second largest dedicated specialties producer, producing additives, *consumer* care chemicals, performance polymers, pigments, and textile dyes. The company's future plans include regaining its premier position in the dyes business and doubling its...

7/K, FREE/2 (Item 2 from file: 99)
DIALOG(R) File 99:(c) 2004 The HW Wilson Co. All rts. reserv.

1584708 H.W. WILSON RECORD NUMBER: BAST95047836
Classified directory

DESCRIPTORS: Equipment industry--Directories; Plastics industry--
Directories;
19950800

ABSTRACT: Part of Plastics Technology's Manufacturing Handbook & *Buyers*' Guide 1995/96. A classified directory of suppliers of products and services is presented. It is divided into 5 categories--primary equipment, auxiliary equipment and supplies, materials, chemicals and *additives*, and *specialized* services. Alphabetical company *listings* and an advertisers' index and key contact directory are also provided.

7/K, FREE/3 (Item 3 from file: 99)
DIALOG(R) File 99:(c) 2004 The HW Wilson Co. All rts. reserv.

1445918 H.W. WILSON RECORD NUMBER: BAST96070277
Classified directory of suppliers

DESCRIPTORS: Plastics industry--Directories; Equipment industry--
Directories;
19960800

ABSTRACT: Part of Plastics Technology's Manufacturing Handbook & *Buyers*' Guide 1996/97. A classified directory of suppliers of products and services is presented. It is divided into 5 categories: major processing equipment; auxiliary equipment, components, and supplies; materials; chemicals and *additives*; and *specialized* services. Alphabetical company *listings*, an advertisers' index, and a key contact directory are also provided.

7/K, FREE/4 (Item 4 from file: 99)
DIALOG(R) File 99:(c) 2004 The HW Wilson Co. All rts. reserv.

1378030 H.W. WILSON RECORD NUMBER: BAST96036533
EMC engineering Europe: test facilities directory

DESCRIPTORS: Electronics industry--Directories; Electromagnetic compatibility--Measurement; Electromagnetic interference--Measurement;
19960500

ABSTRACT: A directory of EMC test facilities in Europe is presented. The

directory *lists* each facility with its *address*, *speciality*, number of personnel, basis of costs, test *lead* time, approvals/standards, facilities and equipment, and a sidebar advertising the company. A guest commentary and guidance for the users of the directory are also...

7/K, FREE/5 (Item 5 from file: 99)
DIALOG(R)File 99:(c) 2004 The HW Wilson Co. All rts. reserv.

1321774 H.W. WILSON RECORD NUMBER: BAST94072777
MES helps automate at Unifi

DESCRIPTORS: Manufacturing execution systems; Polyester dyeing; Textile software; Unifi Inc;
19941100

...ABSTRACT: engineering, says that Camstar Systems' MESA system is one a series of computer integrated manufacturing projects designed to help the company respond better to its *customers*, better utilize its equipment, and reduce its costs. The MESA system helps Unifi track yarn movement from the time it arrives at the dock, through...

...one batch can contain 8 to 800 packages and that each batch goes through a different set of operations. The MES also helps with order *scheduling*, Mebane says, by setting *priorities* for processing. In *addition*, the technology is helping the company to recognize where it needs to add or subtract resources in the production process.

7/K, FREE/6 (Item 6 from file: 99)
DIALOG(R)File 99:(c) 2004 The HW Wilson Co. All rts. reserv.

1272085 H.W. WILSON RECORD NUMBER: BAST95067878
Applying the best--not necessarily the newest--PT/MC technology

DESCRIPTORS: Industrial management; Motion control devices;
19951009

ABSTRACT: Part of a *special* supplement on improving in-*plant* productivity. When *modifying* or upgrading power transmission/motion control equipment and systems there are many issues that must be considered. These issues include costs, downtime, productivity gains, component *lead*-time, and the logistics required to pull the project together on-time and on-budget. Consideration of these factors can *lead* to the conclusion that emerging technology does not always provide the best, most cost-effective solution for every application.

7/K, FREE/7 (Item 7 from file: 99)
DIALOG(R)File 99:(c) 2004 The HW Wilson Co. All rts. reserv.

1220424 H.W. WILSON RECORD NUMBER: BAST95015885
An update of the federal drinking water regs
UNIFORM TITLE: Safe Drinking Water Act
19950200

...ABSTRACT: rules are reviewed. The following rules are discussed: the Phase I VOC Rule, fluoride standards, the Surface Water Treatment Rule, the Total Coliform Rule, the *Lead* and Copper Rule, the Phase II Rule for synthetic organic contaminants (SOCs) and inorganic contaminants (IOCs), the Phase V Rule for SOCs and IOCs, the...

...radionuclides, proposed regulations for arsenic, the Sulfate Rule, the Ground Water Disinfection Rule, proposed regulations for disinfection/disinfection by-products, Phase VIb, the Drinking Water *Priority* *List*, and a rule *updating* analytical methods for compliance monitoring for total trihalomethanes.

7/K, FREE/8 (Item 8 from file: 99)
DIALOG(R) File 99:(c) 2004 The HW Wilson Co. All rts. reserv.

1193685 H.W. WILSON RECORD NUMBER: BAST94062331
For Ohio hard chromium plater: "The bigger the better!"

DESCRIPTORS: Plating shops; Chromium plating;
19941000

ABSTRACT: An Ohio chromium plater that *specializes* in handling large parts is *planning* to *increase* its capacity. Youngstown Hard Chrome Plating and Grinding can plate a part up to 50 ft long, using a 60 ft tower-and-crane system, over a 30 ft deep tank that contains 2,200 gallons of chromic acid solution, uses 3,000 pounds of *lead* anodes, and operates at 140[degree]F. Such a part would have one end initially plated and would subsequently be turned and have the other...

7/K, FREE/9 (Item 9 from file: 99)
DIALOG(R) File 99:(c) 2004 The HW Wilson Co. All rts. reserv.

1166168 H.W. WILSON RECORD NUMBER: BAST94034760
Retail distribution: custom handling that goes with the flow

DESCRIPTORS: Distribution of goods; Retail trade;

ABSTRACT: Part of a *special* issue on *plant* and warehouse *planning*. With the *increasing* importance of speed and flexibility in retail distribution, the establishment of systems that can handle the special requirements of each individual order without interrupting the flow of other orders is essential. Information systems are being improved in order to support expanding *customer* service needs. Electronic data interchange of order and shipment information and on-demand carton labeling to *customer*-prescribed formats are becoming standard features of retail distribution. Existing materials handling and information systems should be assessed independently before planning ways of combining them for future operation. The influence of future *customer* service requirements on the upgraded warehouse should also be anticipated.

7/K, FREE/10 (Item 10 from file: 99)
DIALOG(R) File 99:(c) 2004 The HW Wilson Co. All rts. reserv.

1146970 H.W. WILSON RECORD NUMBER: BAST94015527
In-house vs contract heat-treatment--new trends in Europe
AUGMENTED TITLE: Brukens Nordic AB

DESCRIPTORS: Heat treatment shops--Costs; Contracts--Subcontracting;
19940100

...ABSTRACT: higher productivity and lower costs. Brukens Nordic offers an in-house consulting service to assist companies in rationalizing their heat treatment. Brukens, together with the *customer*, carries out a detailed analysis of all the factors that affect production, including requirements, the effect of alternative materials and heat-treating techniques on manufacturing...

...logistics and conditions regarding in-house treatment versus subcontracting. Within a concept called "In-house," the heat treatment is conducted completely or partly in the *customer*'s production *plant*. Each assignment is *specially* *adapted* to one of 4 levels. These 4 levels are listed. The costs for Brukens' operating system and the annual saving for the *customer* are illustrated in data presented.

7/K, FREE/11 (Item 1 from file: 233)
DIALOG(R) File 233:(c) 2003 EBSCO Pub. All rts. reserv.

00684109 03CR04-303

Apple cozies up to Ingram's VentureTech members
20030428

Descriptors: Marketing; Strategy; Value Added Reseller; Sales; Information Technology; Corporate Alliances; Small Business
Identifiers: Apple Computer; Ingram Micro

... Apple wants VentureTech members to become Apple Professional Network Integration Resellers (PNRs), a higher-level designation than Authorized Apple Reseller. Mentions that PNRs received shared *leads*, business development funds and, discounts on demo products. *Adds* that Apple also *plans* to offer *exclusive* programs to VentureTech members. Notes that about 70 of VentureTech's 350 members are authorized to sell Apple, and another 66 members plan to attend...

7/K, FREE/12 (Item 2 from file: 233)
DIALOG(R) File 233:(c) 2003 EBSCO Pub. All rts. reserv.

00618482 01IW01-409

Three to e-tango to a business tune
20010129

Descriptors: Electronic Commerce; XML; Customer Relations Management; Information Management; Business-to-Business Commerce; Enterprise Computing; Year 2000

...model, which shapes and drives electronic commerce. Says that XML has become the defining standard for streamlining data interchange. Mentions that personalization helped to enable *prioritization* of product *listings* and presentation of *alternative* up-sell and cross-sell items on-the-fly. Indicates that content management provides the ability to serve personalized real-time data, services, and information to partners and *customers*. Includes a sidebar. (MEM)

7/K, FREE/13 (Item 3 from file: 233)
DIALOG(R) File 233:(c) 2003 EBSCO Pub. All rts. reserv.

00614049 00PI11-205

Travel sites
20001121

Descriptors: Travel; Price; Web Sites; Internet; Survey; Customer Support

... sites. Features a table comparing 10 travel sites on overall satisfaction, ease of navigation, site access, services offered, buying process, ticket delivery, accuracy of order, *changes* to *plans*, *special* discounts, overall price, *customer* support, and likelihood to recommend. Notes that Expedia.com received above-average scores in all but two major categories. Says that in terms of overall...

7/K, FREE/14 (Item 4 from file: 233)
DIALOG(R) File 233:(c) 2003 EBSCO Pub. All rts. reserv.

00543984 99CW08-407

Critics say self-regulation effort may 'legitimize' spam
19990830

Descriptors: Electronic Mail; Marketing; Electronic Commerce

... being criticized by some as an ill-conceived attempt to revive spam. Reports that the DMA plans to launch the E-mail Preference Service, where *consumers* will be able to add their e-mail *addresses* to the *list* via a *special* Web site. Says that all 4,700 DMA members will have to check

their e-mail address lists against this so-called 'opt-out' list or risk expulsion. Notes results of a survey that 1 in 3 online *consumers* do not read e-mail from senders they do not know and that 16 percent immediately delete messages that are not from friends, family or colleagues. Adds that as e-mail clutter grows, *consumers* are becoming more resistant to e-mail marketing. Indicates that antispam activists are demanding that the DMA allow domain-wide opt-outs. Contains one sidebar...

7/K, FREE/15 (Item 5 from file: 233)
DIALOG(R) File 233:(c) 2003 EBSCO Pub. All rts. reserv.

00513356 98NC11-014

Enterprise backup solutions make backup not so very hard to do; Yosemite Technologies TapeWare, Universal Edition

19981101

Descriptors: Backup; Mass Storage; Tape Drive; Information Storage; Networks; Network Management

Identifiers: TapeWare, Universal Edition; Yosemite Technologies

... servers, receiving media reports, and performing restores. Adds that its tabbed interface enables access to program operations, and its queue management allows users to both *change* the destination, *prioritization*, or *scheduling* of any job and rearrange jobs to free up their systems faster, or balance network traffic. Praised its server-side backup utilities. Points out that...

... was unable to automatically detect the reviewer's ADIC Scalar 448. Singles out its blanket license which covers Windows NT and NetWare servers and all *clients*. (CAT)

7/K, FREE/16 (Item 6 from file: 233)
DIALOG(R) File 233:(c) 2003 EBSCO Pub. All rts. reserv.

00447760 97CW01-303

Guaranteed frame relay on tap

19970127

Descriptors: Frame Relay; Data Transmission; Network Management; Product Development; Standards

...guaranteed bandwidth for high-priority traffic. Explains that quality of service guarantees allow users to define a specific service level of cell loss and delay. *Adds* that some carriers *plan* to provide permanent virtual circuit *priority* while the Frame Relay Forum is working on a quality of service standard for frame relay. Cautions that it will be difficult to provide end-to-end service guarantees before *customers*' switching equipment is equal to those installed by service vendors. Also says that the higher service levels will be offered at premium prices. Includes one...

7/K, FREE/17 (Item 7 from file: 233)
DIALOG(R) File 233:(c) 2003 EBSCO Pub. All rts. reserv.

00295926 92ES11-003

The client-centred approach: expert system maintenance

19921101

Descriptors: Expert System; Maintenance; Software; Programmer; Troubleshooting; Information; People

Identifiers: Client Centred Approach

... maintaining expert systems (ESs) are major contributing factors to their slow acceptance, and identifies continual changes in knowledge as the primary maintenance problem. Outlines the *Client* Centred Approach (CCA), an ES development methodology which holds that maintenance is an integral part of the life cycle of a system and must be...

... a confidence factor. Describes a case study that helped the authors formulate an ES maintenance methodology, which includes an understanding of the existing system; a *prioritized* *list* of *changes*; and a definitive version of system. Includes two diagrams, one illustration, a list of references, and two photos. (jo)

7/K, FREE/18 (Item 1 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

09914445
Price 'watch list' set up ahead of possible Gulf war
Thailand: Ministry to monitor consumer prices
25 Oct 2002

PRODUCT: Bottled Water and Health Drinks (4945); Refined Oil Products (2911RO); Lube Oil & Greases (2992); Ethylene (2864ET); Hair Care Products (2844HF); Household Detergents (2841HH); Milk Concentrates (2023); Food & Drink (2000);
EVENT: Commodity & Service Prices (72);
COUNTRY: Thailand (9THA);

To prepare for a potential war between Iraq and the US, the Commerce Ministry in Thailand will monitor the price of *consumer* products under three conditions. The three conditions are: 1) Third watch list, which covers 60 products, including pulp and paper, talcum powder, shampoo, detergent, soap...

... vegetable oil, bottled drinking water, condensed milk, fresh milk, and milk powder. The prices of the said products will be monitored twice per month, and *consumers* can file complaints through a hotline, which is to be set up. In addition, retailers have to inform the officials before *increasing* any prices; 2) *Priority*-watch *list*, which covers eight products, including water pumps, steel rods, plywood, steel sheets, PVC tubing, zinc, and cement. The prices of these products will be monitored...

7/K, FREE/19 (Item 2 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

09892099
Standortaufbau als Dienstleistung
Germany: K hne & Nagel takes over FMC logistics centre
19 Sep 2002

COMPANY: K HNE & NAGEL; KUHNE & NAGEL; FRESENIUS MEDICAL CARE DEUTSCHLAND; FMC

PRODUCT: Road Haulage (4210); Drugs & Pharmaceuticals (2830);
EVENT: Company Acquisitions (16); Capital Expenditure (43); Use of Materials & Supplies (46); Contracts & Orders (61);
COUNTRY: Germany (4GER);

After a *lead* time of 24 months, the K hne & Nagel outlet in Mannheim has taken over operations of the Fresenius Medical Care Deutschland (FMC) distribution centre in Gernsheim, Germany. In the project phase, K hne & Nagel supported the medical *specialist* by searching for investors, warehouse *planning*, construction management and *adjusting* the warehouse system.

7/K, FREE/20 (Item 3 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

09737019
La SNCF vise une hausse de 10,7%

France: The SNCF's summer program
03 Apr 2002

COMPANY: SNCF

EVENT: Plant/Facilities/Equipment (44); Marketing Procedures (24);
COUNTRY: France (4FRA);

...putting 52 new double-deck trains into service which should enable it to sell 25,000 more seats per month. The SNCF is placing a *priority* on filling trains. It *plans* to *increase* the number of non-smoking trains. *Clients* who want to exchange or reimburse their ticket more than one hour after the train leaves will now have only a 50% reimbursement instead of 90%. This measure will gain 10,000 'wasted' seats per day. New sales efforts are planned to appeal to *clients*: its 'good deal' kiosks, whereby people can obtain promotions for TGV and standard trains during for that week, will become widespread. The prices for the...

7/K,FREE/21 (Item 4 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

09688605
Subs dio a termelZtrica custar R\$ 2,78 bi
Brazil: Domestic consumers to cover energy expenses
31 Jan 2002

EVENT: Commodity & Service Prices (72);
COUNTRY: Brazil (3BRA);

Brazilian domestic energy *consumers* are to face energy bill increases of approximately 19.9% during 2002 as a result of increased thermal power investment as well as losses suffered...

... as well as a 2% increase to cover the costs of emergency energy stations, set to rise further should the stations become operational. Similarly, the *increased* costs of *priority*-programme thermal generation *plants* are to be passed to domestic *consumers*, along with the possibility of a R\$ 1.5 security charge in order to prevent future power failures. *...

7/K,FREE/22 (Item 5 from file: 583)
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09605266
Priority Telecom calls for patience
Netherlands: Priority Telecom debut as separate entity
28 Sep 2001

COMPANY: PRIORITY TELECOM; UNITED PAN-EUROPE COMMUNICATIONS; KPN

PRODUCT: Telephone Communications (4811);
COUNTRY: Netherlands (4NET);

... business telephony business rose by the close to Euro 7.50 from Euro 6.50 in Amsterdam, although just 52,000 out of almost 4mn *listed* shares had *changed* hands. *Priority* will vie for business *customers* with Dutch communications group, KPN.

7/K,FREE/23 (Item 6 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

09588624
Huhtamaki streamlines manufacturing in the U.S.
US: HUHTAMAKI TO CLOSE DOWN PLANT

30 Aug 2001

COMPANY: HUHTAMDKI; HUHTAMAKI

PRODUCT: Plastic Containers (3074); Food & Drink (2000); Sanitary Food Containers (2654);

EVENT: Companies Activities (10); Plant/Facilities/Equipment (44); Planning & Information (22); Labour Information (53);

COUNTRY: Finland (5FIN); United States (1USA);

Finnish-Dutch *consumer* packaging group Huhtamaki is streamlining its manufacturing operations. In the USA, Huhtamaki will close down its rigid plastics plant in Mt. Carmel, Pennsylvania, resulting in...

... Providence, while some 60 new jobs will be added in Fulton. East Providence, which currently has 225 employees, will continue its plastic packaging activities. By *increasing* *plant* *specialization* and the scale of operations, Huhtamaki will be able to improve manufacturing efficiency and enhance *customer* service. The decisions will be implemented immediately, and the transition is expected to be completed by the end of 2001.

7/K, FREE/24 (Item 7 from file: 583)

DIALOG(R) File 583:(c) 2002 The Gale Group. All rts. reserv.

09467466

Terbvemenoa Oneworldin lennolle Vancouveriin

WORLD: ON ONEWORLD'S CHALLENGES

17 Feb 2001

COMPANY: QUALIFLYER; STAR ALLIANCE; SWISSAIR; SABENA; BRITISH AIRWAYS; KLM ; ONEWORLD; FINNAIR

PRODUCT: Passenger Air Transport (4501); Scheduled Airlines (4510);

EVENT: Company Formation (14); National Government Economics (94);

Planning & Information (22);

COUNTRY: General Worldwide (0W); Japan (9JPN); South Korea (9SOK); China (9CHN); Canada (2CAN);

... from Finnair has confidence in alliances, although one problem for them is sales. For instance, competition authorities do not accept negotiations on prices or on *adjusting* *timetables*. There are also limitations to *special* offers. As a challenge for the alliances is producing value added to *customers* and members within the limits of legal competition. Von Luders criticises the fact that restrictions on different alliances are different. For instance, restrictions for Oneworld...

7/K, FREE/25 (Item 8 from file: 583)

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09338694

Le marketing direct va se dZcliner sur le Net

US: DIRECT MARKETING AND EMAILS

4-5 Aug 2000

PRODUCT: Advertising Services NEC (7319); Marketing (9914);

EVENT: Market & Industry News (60);

COUNTRY: United States (1USA);

... will generate a market evaluated at US\$ 4.8bn. The development of email as a direct marketing tool ensures a bright future for companies which *specialise* in collecting information and *lists* of email *addresses*. The offer is expected to be personalised and interactive, and the *consumers* will become more selective given the influx of offers in their electronic mailboxes.

7/K,FREE/26 (Item 9 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

09322079
Reiseb ro im Netz
AUSTRIA: RAIFFEISEN FOUNDS ON-LINE TRAVEL AGENCY
07 Jul 2000

COMPANY: TRAVIAUSTRIA; RAIFFEISEN REISEN

PRODUCT: Travel Agencies (4721); Lodging & Tourist Services (7010);
Database Vendors (7375);
EVENT: General Management Services (26); Marketing Procedures (24);
COUNTRY: Austria (5AUT);

Austrian Raiffeisen Reisen has founded the on-line travel agency www.allesreise.com. *Customers* can book travels within a period of six weeks. Also last-minute offers are available. The *customer* can get the tickets direct from the airport without visiting a travel agency. The booking system is realised in cooperation with TraviAustria, subsidiary of AUA...

... travel agents. TraviAustria's search engine finds offers according to several criteria such as destination, airport, price, hotel category and the number of travellers. In *addition*, *special* offers are *listed* on the start page. Raiffeisen is to gradually extend the on-line travel agency. For example photos of hotels are to be added to every...

7/K,FREE/27 (Item 10 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

09237727
Mini-mints that look like Ecstasy
UK: CONCERN OVER TREBOR BASSETT MINT
09 Feb 2000

COMPANY: TREBOR BASSETT

EVENT: Product Standards (35);
COUNTRY: United Kingdom (4UK);

... mistaken for Ecstasy tablets. The mints are white, embossed and flecked with blue, which is similar to several common forms of the drug. This could *lead* to children taking Ecstasy by mistake. Growing efforts by drug dealers to disguise their products leaves sweet manufacturers vulnerable to imitation. However, Trebor Bassett has consulted with crime *specialists* and does not *plan* to *change* its sweet design at this stage.

7/K,FREE/28 (Item 11 from file: 583)
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09100939
AirPlus Kreditkarte weiter auf Erfolgskurs
AUSTRIA: SUCCESSFUL AIRPLUS CREDIT CARD
05 May 1999

COMPANY: TYROLEAN AIRWAYS; LAUDA AIR; AUSTRIAN AIRLINES; DINERS CLUB;
AIRPLUS AIR TRAVEL CARD

PRODUCT: Credit Card Services (6020CC); Nonbank Credit Card Firms (6141);
Air Transportation (4500);
EVENT: Companies Activities (10); Company Reports & Accounts (83);
COUNTRY: Austria (5AUT);

... in Austria, about 50% are paid by AirPlus Air Travel Card. With an annual turnover of Sch 120,000 per card, AirPlus is in the *lead* among credit cards. In 1998, total turnover amounted to Sch 3.7bn, up 11% over the previous year. Sch 4bn is targeted in 1999. AirPlus...

... and Tyrolean Airways joined the cooperation at the beginning of 1999. The partners are emphasising the multi-functionality of the credit card, which ranges from *priority* on waiting *lists* and free *additional* luggage to a comprehensive insurance cover.

7/K, FREE/29 (Item 12 from file: 583)
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09027408
Hubris at Airbus, Boeing rebuilds
US: BOEING TRIES TO RESTORE PROFITABILITY
28 Nov 1998

COMPANY: AIRBUS; BOEING

PRODUCT: Civil Aircraft (3721CI);
EVENT: Labour Information (53); Company Reports & Accounts (83);
Planning & Information (22);
COUNTRY: United States (1USA);

... 28,000 jobs and have already introduced more efficient computerised stock control systems. It is also seeking to streamline production by cutting the number of *special* features *added* to *planes* that go to different *customers*. The commercial aircraft business at Boeing has just recently been reorganised into three sections, each with a responsibility for its own profitability. They are services...

7/K, FREE/30 (Item 13 from file: 583)
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06697369
Viag wird mitteleuropäischer Telekom-Player
GERMANY: "PLANET INTERKOM" BY VIAG
01 Oct 1998

COMPANY: VIAG INTERKOM

EVENT: Product Design & Development (33); Commodity & Service Prices (72);
COUNTRY: Germany (4GER);

"Planet Interkom" is a new offer of the telephone company Viag Interkom, which has been valid since 1 October 1998. Private *customers* are offered internet access. Viag claims to offer a *unique* rate concept with " *Planet* Interkom." In *addition* to the telephone rates, only DM 0.10 per minute have to be paid - independent on the place in Germany and on time.

7/K, FREE/31 (Item 14 from file: 583)
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06690784
Meaty site chops business costs
NEW ZEALAND: NEW WEB SITE BY MEAT DIRECT
21 Sep 1998

COMPANY: SANDPIT CONSULTING; MEAT DIRECT

PRODUCT: Fish Products & Processing (2090FP); Meat Products (2010);

EVENT: Product Design & Development (33); Marketing Procedures (24);
COUNTRY: New Zealand (9NEZ);

A new direct marketing Web site that provides Wellington *buyers* with fresh meat/fish deliveries has been launched by Meat Direct in New Zealand. Meat Direct introduced the Web site for *buyers* that does not require any retail space payment or overheads. The Web site is designed/updated by Wellington-based Sandpit Consulting, which includes price *list* *changes* or *special* deal promotions. *Buyers* are requested to e-mail their orders to Meat Direct, where the company will deliver the stock to them.

7/K, FREE/32 (Item 15 from file: 583)
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06301281
Epic heads for AIM
UK: AIM LISTING PLANNED BY EPIC MULTIMEDIA
25 Apr 1996

COMPANY: EPIC MULTIMEDIA

EVENT: Company Financial Data (80);
COUNTRY: United Kingdom (4UK);

A GBT 20mn capitalisation is likely to be achieved by the UK multimedia *specialist*, Epic Multimedia, when they are *listed* on the *Alternative* Investment Market. The firm had GBT 2.97mn sales in its results for the latest three quarters, and it handles both buisness and *consumer* multimedia products.

7/K, FREE/33 (Item 16 from file: 583)
DIALOG(R) File 583:(c) 2002 The Gale Group. All rts. reserv.

06255170
Imperial in bid to join retail industry 'giants'
THAILAND: MARKETING PLAN LAID OUT BY IMPERIAL
18 January 1996

COMPANY: ROBINSON; CENTRAL; THE MALL; IMPERIAL

PRODUCT: Department Stores (5311);
EVENT: Planning & Information (22); Marketing Procedures (24);
COUNTRY: Thailand (9THA);

Imperial, the 4th largest department store in Thailand, is aiming to train its store staff to serve *customers* politely and to be more service-and-marketing-oriented. It is also setting up a public relations team for marketing and *customer* relations activities while handling the advertising and artwork to the supporting departments in Thailand. The company is allocating 2.5% of its yearly sales per...

... in marketing and promotions, in order to have a revenue of B 5 bn in 1996, from B 4 bn in 1995. It has also *planned* to *increase* its Imperial *VIP* Card members by 10,000 per and its credit cards by 5,000 per year. Promotion campaigns launched by its rivals would not be followed...

7/K, FREE/34 (Item 17 from file: 583)
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06205354
Will third player test IBC's domination
THAILAND: UTV TARGETS EXPATRIATES
25 Sep 1995

COMPANY: THAI SKY TV; INTL BROADCASTING; UNIVERSAL CABLE TV NETWORK

PRODUCT: Cable Television Systems (4834); Television Broadcasting (4833);

EVENT: Company Formation (12); Company Formation (14); Marketing

Procedures (24);

COUNTRY: Thailand (9THA);

... B 150 for CTN and B 50 for CMT. This will enable UTV to share the cost of procuring foreign programmes. The company is also *planning* to *add* another six *specialty* channels to its network. It will offer eight standard channels in the initial stage. Since UTV and its rivals charge a standard monthly fee of B 800 for their basic service, they will have to compete on the variety of programming to attract Thai subscribers. At this juncture, *consumers* in Thailand are unlikely to notice any significant differences in the programmes offered by Thai Sky, UTV and IBC. For instance, CNN and HBO are...

7/K, FREE/35 (Item 18 from file: 583)

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05965589

Companies strive to adjust after deregulation

GREECE: INSURANCE INDUSTRY PROSPECTS EXAMINED

31 Mar 1994

PRODUCT: Insurance (6300);

EVENT: Use of Services (48); Market & Industry News (60);

COUNTRY: Greece (4GRE);

... with state tariffs for motor and fire, with the terrible results suffered by the motor side atoned for by a lucrative fire rate. Liberalisation could *lead* to the motor branch becoming profitable inside the next couple of years, while fire rates, on a number of the larger accounts at least, have...

... be abolished on 1 July 1994, although many insurance firms believe that the changes have been brought in too hastily giving them no time to *adjust*. This *special* Lloyd's *List* report examines the Greek insurance industry.

7/K, FREE/36 (Item 19 from file: 583)

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04966491

XXX

EUROPE - DOW EUROPE HAS CAUTIOUS APPROACH

9 March 1992

COMPANY: DOW EUROPE

PRODUCT: Chemicals & Allied Products (2800); Drugs & Pharmaceuticals (2830); Plastic Materials (2821);

EVENT: COMPANY PROFILE (10); CORPORATE STRATEGY (22);

COUNTRY: Europe (4E); Switzerland (5SWI); European Free Trade Association Countries (511);

Dow Europe (Switzerland) is controlling costs, producing high quality product, pricing carefully, diversifying cautiously and staying true to *customers* and to Europe's market. The company's strategy allowed it to contain falls in sales in the fourth quarter of 1991 and perform slightly ...

... Butler, president of Dow Europe. Dow Europe originally intended to have about 50% of its business in key basic chemicals and the other 50% in *specialties*, but *changed* its *plans* to have one-third of its business

in basic chemicals, one-third in industrial specialties and one-third in *consumer* specialties, including pharmaceuticals. The balance has since been modified to a 40%-40%-20% split. Increasing in importance in the industry is care and courtship of *customers*, according to Bernard Sutch, director of Dow Europe's business unit. Dow Europe intends to look at *customers* needs in a more sophisticated manner and have better understanding of what happens to its products when the *customer* uses them and of what happens with the *customer*'s *customer*. Dow Europe intends to reduce the number of its *customers*, focusing on the *customers* with which it wants to grow. Article discusses product focus, Dow's performance in the US, research and development and recent acquisitions. Pie charts report...

7/K, FREE/37 (Item 20 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

04952371
Global opportunities
UK - MSAS DEVELOPS ADDED-VALUE SERVICES
0 March 1992

PRODUCT: Freight Forwarding (4712FF);
EVENT: COMPANY PROFILE (10);
COUNTRY: United Kingdom (4UK); OECD Europe (415); NATO Countries (420);
South East Asia Treaty Organisation (913);

... a move to boost activities in other areas of transport. MSAS currently offers quality testing services for ICL in Singapore; a JV logistics centre is *planned* at *Changi* Airport to *specialise* in aerospace; warehousing facilities are offered in San Antonio, TX, for AT&T, which sends broken telephones to Mexico for repair; office space is being offered to *clients* in Antwerp, Netherlands; collaboration with McGregor Cory in various projects; and finally, the company transports components between Japan and Europe in a set number of...

7/K, FREE/38 (Item 21 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

02420016
MILLIKEN CHEMICAL TO EXPAND CYPRESS PLANT
US - MILLIKEN CHEMICAL TO EXPAND CYPRESS PLANT
19 December 1988

PRODUCT: Plastics Additives (2869PL);
EVENT: PLANT/FACILITIES/EQUIPMENT (44);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

Milliken's Milliken Chemical Div is building an *addition* at its Cypress *specialty* chemicals *plant* at Blacksburg, SC. Completion: late 1989. The plant started up in 7/88. The expansion will focus on Milliken's Millad polyolefin clarifying agents. The...

... for clarified polypropylene has grown 25-30%/y over the past few years, vs 10-12%/y for polypropylene. The Millad clarifiers are used in *consumer* product packaging, medical devices and food packaging.

7/K, FREE/39 (Item 22 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

00112220
REINTRODUCTION OF GLASS MILK PACKAGING
W GERMANY - REINTRODUCTION OF GLASS MILK PACKAGING
0 January 1986

PRODUCT: Paperboard Containers (2650); Glass Containers (3221); Metal Cans & Shipping Containers (3410);
EVENT: COMPANIES ACTIVITIES (10);
COUNTRY: Germany (4GER); OECD Europe (415); European Economic Community Countries (419); NATO Countries (420);

...GmbH has introduced its new "Allweg" milk bottling system, whereby glass bottles are used for milk packaging, brought back to the retail outlet by the *consumer*, and sterilised at a *special* *plant* capable of handling *various* types of glass bottles and jars and therefore suitable for sterilisation of glass packaging for many products. From the sterilisation plant the glass bottles go...

7/K, FREE/40 (Item 1 from file: 35)
DIALOG(R)File 35:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01869583 ORDER NO: AADAA-IMQ62798
Scheduling advance reservations with priorities in Grid computing systems
Year: 2001

...with Priorities and Benefit Functions</italic> (RSPB) and <italic>Co-Reservation Scheduler with Priorities and Benefit Functions</italic> (Co-RSPB). The algorithms consider the relative *priorities* of *various* reservation requests while *scheduling* reservations. The benefit function is used to quantify the "profit" for the *client* in order to remove the re-negotiation overhead in case of resource scarcity. Simulations are performed to compare proposed algorithms with an existing approach or...

7/K, FREE/41 (Item 2 from file: 35)
DIALOG(R)File 35:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01815465 ORDER NO: AADAA-IMQ54312
Computerised scheduling and control of residential housing projects
Year: 2000

...timely corrective actions to be considered.
The developed model is implemented as a prototype software system named "Residential Planner". In addition to considering *various* practical aspects, Residential *Planner* can generate a number of *specialized* reports to *address* the diverse needs of the residential development firms. Residential Planner is an effective tool for scheduling and control of housing projects, and its application can *lead* to savings in project time and cost.

7/K, FREE/42 (Item 3 from file: 35)
DIALOG(R)File 35:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01727057 ORDER NO: AADAA-I9955928
An operational model for a technology high school in the Information Age
Year: 1999

...learn. (5) Schools should communicate through technology with parents, the community, and business. (6) Business partnerships are increasing necessary. (7) School budget *priorities*, funding and resource *planning* must be *changed* at all levels of government, to insure continuous support for on-site technical support, upgrading, and refreshment of technology. (8) School leadership in the...

...ability to understand, advocate, and support the use of technology. (9) True leadership is creating the conditions for others to become leaders and to *lead* the creation of a vision and plan.

7/K, FREE/43 (Item 4 from file: 35)
DIALOG(R)File 35:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01682012 ORDER NO: AAD99-15211
COMPETITION AND COEXISTENCE IN NEOTROPICAL BIRDS: A LATITUDINAL COMPARISON (BIRD COMMUNITIES)
Year: 1998

...these represent the most likely competitors and thus are suitable for testing hypotheses.

My analyses revealed some interesting patterns. First, my results suggest that size *adjustment* is a pattern *exclusive* to *plant* *consumers*, with mutual divergence not evidenced, and character release occurring only at the Amazon site. Second, size assortment is the most pervasive pattern among the three sites, with most of the groups being animal *consumers* or omnivores, represented by a high percentage of insectivores. Third, species packing is most pervasive at the Chaco and Amazon sites, with all groups being animal *consumers* or omnivores.

7/K, FREE/44 (Item 5 from file: 35)
DIALOG(R)File 35:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01155871 ORDER NO: AAD91-14310
CHINESE HOUSING POLICY: SOCIOHISTORICAL ANALYSIS AND POLICY EVALUATION
Year: 1990

...national housing policy in a broad perspective, the study combines socio-historical analysis and quantitative empirical methods. Socio-historical analysis includes a qualitative interpretation of *changes* in political ideology, *priorities* in economic *planning*, and urbanization level, and of their impact on Chinese housing policy. The socio-historical analysis and a social welfare maximization framework *lead* to a theoretical model of resource allocation for the housing sector. Empirical models are constructed to estimate elasticities for national housing investment and consumption. Data...

7/K, FREE/45 (Item 6 from file: 35)
DIALOG(R)File 35:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01128478 ORDER NO: AAD90-32570
DEMAND UNDER COMPLEX RATE SCHEDULES (WATER DELIVERY)
Year: 1990

...is presented in this study. A sample 119 observations from the Southern California water delivery districts is used to carry out the empirical estimation. Five *customer* service categories are considered. These are jointly constrained by billing criteria set by each area's *unique* rate *schedule*. Endogenous *variables* are quantities demanded and revenue realized per unit delivered. The resulting aggregate demand is a system of ten simultaneous equations. The intended price effects are...

...demand for goods under complex rate schedules. Our methodology provides a new empirical approach by identifying multiple sources of both marginal and nonmarginal shifts in *customer* expenditure function. The results provide evidence that rate parameters as a group are significant determinants of quantities demanded.

7/K, FREE/46 (Item 7 from file: 35)
DIALOG(R)File 35:(c) 2004 ProQuest Info&Learning. All rts. reserv.

800784 ORDER NO: AAD83-02391
THE PROCESS FOR DEVELOPING A CHURCH'S MISSION STATEMENT (OKLAHOMA)
Year: 1982

...for participants to hear a lecture, then discuss in small groups the Biblical understanding of mission. Next, a three-session, overnight retreat was designed to *lead* the Council on Ministries in initiating the actual process of developing a written mission statement. The next session involved members of the congregation and the Council on Ministries in the process of writing a single mission statement. The final session was designed for the Council on Ministries to *list* and *prioritize* goals in the *various* work areas that were in harmony with the mission statement.

The final section the dissertation includes evaluations of the project's design, execution, and presuppositions...

7/K, FREE/47 (Item 1 from file: 474)

DIALOG(R) File 474:(c) 2004 The New York Times. All rts. reserv.

07795959 NYT Sequence Number: 697540000816

COURIER WILL BUY DOVER PUBLICATIONS FOR \$39 MILLION

Wednesday August 16 2000

COMPANY NAMES: Courier Corp; Dover Publications

DESCRIPTORS: Books and Literature; Mergers, Acquisitions and Divestitures; Book Trade; Computers and the Internet

ABSTRACT:

Courier Corp agrees to buy Dover Publications for \$39 million, *adding* *special*-interest books to its *list* of titles as it seeks *buyers* on the Internet (S)

7/K, FREE/48 (Item 2 from file: 474)

DIALOG(R) File 474:(c) 2004 The New York Times. All rts. reserv.

05288564 NYT Sequence Number: 257144880527

NEW YORK TO SHUT \$5 BILLION A-PLANT IN DEAL WITH LILCO

Friday May 27 1988

COMPANY NAMES: LONG ISLAND LIGHTING CO)

DESCRIPTORS: ATOMIC ENERGY; MERGERS, ACQUISITIONS AND DIVESTITURES; SHUTDOWNS (INSTITUTIONAL); ELECTRIC LIGHT AND POWER; RATES; STATE AND LOCAL AID (US)

PERSONAL NAMES: GUTIS, PHILIP S

GEOGRAPHIC NAMES: SHOREHAM (NY); LONG ISLAND (NY)

ABSTRACT:

...will account for \$2.5 billion as loss, which can be deducted from earnings, utility will not have to pay Federal taxes for years; Lilco *customers*, who have been paying for *plant* through *special* rate *increases*, will have annual rate increases of 5 percent for next three years, possibly more; Lilco's shareholders, who have forgone dividends since 1984, will start...

7/K, FREE/49 (Item 3 from file: 474)

DIALOG(R) File 474:(c) 2004 The New York Times. All rts. reserv.

00962949 NYT Sequence Number: 080785790703

US Appeals Court, 7-2, reverses FCC ruling and orders it to hold full hearings on proposed sales of radio stations with 'unique**' formats if *purchasers* *planned* to *change* them. Ruling is culmination of dispute between radio stations and classical-music enthusiasts in NYC, including WNCN-FM listeners. Judge Carl McGowan writes majority opinion. National Radio Broadcasters Assn official Lisa Friede opposes ruling (M).)**

Tuesday July 3 1979

COMPANY NAMES: WNCN; COMMUNICATIONS COMMISSION, FEDERAL (FCC); RADIO BROADCASTERS ASSN, NATIONAL

DESCRIPTORS: MUSIC; PROGRAMS; RADIO STATIONS AND PROGRAMS; STATIONS AND NETWORKS; TELEVISION AND RADIO
PERSONAL NAMES: HOLSENDOLPH, ERNEST; FRIEDE, LISA; MCGOWAN, CARL (JUDGE)

US Appeals Court, 7-2, reverses FCC ruling and orders it to hold full hearings on proposed sales of radio stations with '*unique*' formats if *purchasers* *planned* to *change* them. Ruling is culmination of dispute between radio stations and classical-music enthusiasts in NYC, including WNCN-FM listeners. Judge Carl McGowan writes majority opinion...

7/K, FREE/50 (Item 1 from file: 475)
DIALOG(R) File 475:(c) 2004 The New York Times. All rts. reserv.

06774682
INSTRUMENT SYSTEMS CORP
Thursday May 12 1994

COMPANY NAMES: INSTRUMENT SYSTEMS CORP
DESCRIPTORS: STOCKS (CORPORATE)

ABSTRACT:

Instrument Systems Corp says a major *customer* of its *specialty* plastic films division *plans* design *changes* that will substantially reduce or eliminate orders from its thin-laminate business; its share prices skids 19% (S)
?

RECEIVED

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File 15:ABI/Inform(R) 1971-2004/Mar 18
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File 16:Gale Group PROMT(R) 1990-2004/Mar 18
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File 148:Gale Group Trade & Industry DB 1976-2004/Mar 18
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Set Items Description
S1 657558 (CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) -
(LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2 228926 (PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXC-
LUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR
PLAN?)
S3 7170 S1 (7N) S2
S4 239 S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) -
PRACTITIONER?) OR PHYSICIAN?)
S5 12620 (ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD-
AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI?
OR REVIS?) (3N) S2
S6 9 S4 AND S5
S7 2140 S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? -
OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8 479 S3 AND S5
S9 337 RD (unique items)
S10 63 S9 AND S7
S11 63 RD (unique items)
?t s11/free,k/1-63

11/K/1 (Item 1 from file: 15)
DIALOG(R) File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

02299631 99844510
USE FORMAT 9 FOR FULL TEXT
Buying lists WORD COUNT: 2804 LENGTH: 6 Pages
Jan 2002
GEOGRAPHIC NAMES: United States; US

DESCRIPTORS: Direct marketing; Purchasing; Guidelines; List brokers
CLASSIFICATION CODES: 7000 (CN=Marketing); 5120 (CN=Purchasing); 9150
(CN=Guidelines); 8300 (CN=Service industries not elsewhere classified);
9190 (CN=United States)

PRINT MEDIA ID: 18478

...TEXT: you may not find one broker who can fulfill all of your requirements. You must develop the knowledge and expertise necessary to research, analyze and *prioritize* the best *lists* to *market* your products or services.

So, when buying lists, what do you need to know? Just about everything. Here are some strategies for researching lists, buying...startups."

Loring Direct Response
contact: Bart Loring (loringdr@aol.com)

5 Tioga Court

New City, NY 10956

(845) 708-0100

RTExT 1

?show files; ds
File 15:ABI/Inform(R) 1971-2004/Mar 18
 (c) 2004 ProQuest Info&Learning
File 16:Gale Group PROMT(R) 1990-2004/Mar 18
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Set Items Description
S1 657558 (CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) -
 (List? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2 228926 (PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXC-
 LUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR
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 PRACTITIONER?) OR PHYSICIAN?)
S5 12620 (ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD-
 AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI?
 OR REVIS?) (3N) S2
S6 9 S4 AND S5
S7 2140 S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? -
 OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8 479 S3 AND S5
S9 337 RD (unique items)
S10 63 S9 AND S7
S11 63 RD (unique items)
?t s11/free,k/1-63

11/K/1 (Item 1 from file: 15)
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02299631 99844510
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 9190 (CN=United States)
PRINT MEDIA ID: 18478

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So, when buying lists, what do you need to know? Just about everything. Here are some strategies for researching lists, buying...startups."

Loring Direct Response
contact: Bart Loring (loringdr@aol.com)

5 Tioga Court

New City, NY 10956

(845) 708-0100

FAX: (845) 708-2290

I'd *specialize* mostly in *consumer* *list* and *alternative* media brokerage and management. My *clientele* currently includes both small startups. I would welcome the chance to meet and work with owners of startup businesses. After all, that's where this...

...contact: Don Malt (donmalt@aol.com)

3419 Santa Barbara Blvd.

Cape Coral, FL 33914

(941) 945-6351; (800) 825-2543
FAX: (941) 945-6353

"My *specialties* are business, consumer and response *lists*."

Marketry, Inc.

contact: Greg Swent (greg@marketry.com)

1601 116th Ave. SE, ste. 130

Bellevue, WA 98004

(425) 451-1262

FAX: (425) 451-1941

www.marketry.com

"Marketry..."

11/K/2 (Item 2 from file: 15)
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02145126 69698523

USE FORMAT 9 FOR FULL TEXT

The strategic plan: Vital take-off ramp WORD COUNT: 3142 LENGTH: 6
Pages
Mar 2001
GEOGRAPHIC NAMES: United States; US

DESCRIPTORS: Strategic planning; Bank marketing; Market planning;
Relationship marketing; Guidelines

CLASSIFICATION CODES: 9190 (CN=United States); 8120 (CN=Retail banking);
7000 (CN=Marketing); 2310 (CN=Planning); 9150 (CN=Guidelines)

PRINT MEDIA ID: 20089

...TEXT: marketing plan can be thought of as a jet engine, driving the organization forward at a certain speed on a defined flight path. The strategic *plan* and the *marketing* *plan* are not mutually *exclusive*. The strategic *planning* process is largely anchored in a rational, logical, sequential and probabilistic thinking process. By contrast, the marketing plan follows the reasoning of the strategic plan...or no selling is actually required.

The marketing plan defines the characteristics of the target market and what tactical activities the organization will use to *address* *unique* *customer* needs.

The *marketing* *plan* projects the probability of increased revenues by establishing revenue benchmarks reflecting a keen understanding of the market size and degree of penetration necessary to achieve...

11/K/3 (Item 3 from file: 15)

DIALOG(R)File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01991212 49795503

USE FORMAT 9 FOR FULL TEXT

Royalblue ChangeManager-IT WORD COUNT: 1671 LENGTH: 4 Pages

Feb 2000

COMPANY NAMES:

RoyalBlue

GEOGRAPHIC NAMES: United States; US

DESCRIPTORS: Customer relations; Software packages; Product introduction;

Call centers; Software industry; Product reviews

CLASSIFICATION CODES: 2400 (CN=Public relations); 5240 (CN=Software & systems); 7500 (CN=Product planning & development); 8302 (CN=Software and computer services); 9190 (CN=United States); 9120 (CN=Product specific)

PRINT MEDIA ID: 12435

...TEXT: change.

Given that approximately 35 percent of calls to help desks are because of a change, ChangeManager-IT is specifically designed to integrate with a *customer*'s existing help desk solution to manage the process behind tasks including hardware upgrades, software upgrades and version control, impact analysis and reporting. Users can...

... reflect the status of the request back to the help desk staff. ChangeManager-IT can provide a full analysis of the impact of a proposed *change* (impact analysis), authorizations, *scheduling*, automated *call* routing, *prioritization* and version control according to the company's business rules and schedule. ChangeManager-IT looks at change in the context of other changes and takes in the parameters of the business' resources. It can allow the setting of time parameters, send notifications of resource or *scheduling* conflicts, *prioritize* one *change* over another or even "lock down" assets that are currently being changed to avoid conflicting changes to a common item.

ChangeManager-IT is the first...

11/K/4 (Item 4 from file: 15)

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01676595 03-27585

USE FORMAT 9 FOR FULL TEXT

L.A. weeklies file for bankruptcy WORD COUNT: 327 LENGTH: 1 Pages

Aug 1, 1998

COMPANY NAMES:

Wave Community Newspapers

GEOGRAPHIC NAMES: US

DESCRIPTORS: Newspapers; Bankruptcy reorganization

CLASSIFICATION CODES: 9190 (CN=United States); 8690 (CN=Publishing industry); 3100 (CN=Capital & debt management); 2320 (CN=Organizational structure); 9000 (CN=Short Article)

...TEXT: in the service area, and less than 15% receive a daily paper at home, so the Wave is the only way for businesses to reach *consumers* in the neighborhoods. Aguilar said immediate *plans* *call* for *adding* *special* editions on health care, employment, business development and family financial planning.

Spokesman Robert Alaniz said a loan was under consideration by the bank, an agency...

11/K/5 (Item 5 from file: 15)
DIALOG(R) File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01540323 01-91311

USE FORMAT 9 FOR FULL TEXT

Tap salespeople to grow markets WORD COUNT: 996 LENGTH: 2 Pages
Nov 1997
GEOGRAPHIC NAMES: US

DESCRIPTORS: Computer industry; Software industry; Electronics industry;
Market strategy; Sales management
CLASSIFICATION CODES: 9190 (CN=United States); 8651 (CN=Computer industry);
8650 (CN=Electrical & electronics industries); 8302 (CN=Software and
computer services); 7000 (CN=Marketing); 7300 (CN=Sales & selling)

ABSTRACT: A commentary discusses who today's successful technology companies are realizing that intense competition, increased *customer* knowledge, heightened market demands, and emergence of technology and business consultants are necessitating a strategic integration of marketing and sales planning. Steps to integrate the 2 include: 1. Analyze *markets* to *plan* *priorities*. 2. *Increase* knowledge. 3. Bring sales into *marketing* *planning*.

...TEXT: of awareness, familiarity and need, and salespeople will sell the products being asked for by customers.

So how do you make the integration of the *marketing* and sales *planning* a reality?

Analyze *Markets* to *Plan* *Priorities*

Successful *marketing* *plans* and programs are developed and implemented in a phased approach to reach the appropriate target customer audiences quickly. Most marketing programs and expenditures target the...

11/K/6 (Item 6 from file: 15)
DIALOG(R) File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01490295 01-41283

USE FORMAT 9 FOR FULL TEXT

The sock exchange WORD COUNT: 923 LENGTH: 1 Pages
Aug 20, 1997
GEOGRAPHIC NAMES: US

DESCRIPTORS: Clothing industry; Sporting goods; Product development
CLASSIFICATION CODES: 8620 (CN=Textile & apparel industries); 9190
(CN=United States); 7000 (CN=Marketing)

...TEXT: neglected-sock fall by the retailer's wayside, while hiking boots, running shoes and cross trainers remain in the limelight?

Attempting to provide retailers with *consumer* information about the sock's relationship to sport-specific footwear, manufacturers are utilizing *varied* and *unique* *marketing* *plans* on the retail floor.

Thorlo, Inc., the Statesville, North Carolina-based manufacturer of sport-specific socks, has been a leader in integrating socks with shoes...

11/K/7 (Item 7 from file: 15)
DIALOG(R) File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01336744 99-86140

USE FORMAT 9 FOR FULL TEXT

Insurers embrace alternative market WORD COUNT: 2341 LENGTH: 6 Pages
Nov 1996
GEOGRAPHIC NAMES: US

DESCRIPTORS: Self insurance; Market segments; Insurance industry;
Reinsurance; Product development; Trends
CLASSIFICATION CODES: 9190 (CN=United States); 8220 (CN=Property & casualty
insurance); 7500 (CN=Product planning & development)

...TEXT: Risk purchasing group growth includes an increase to 537 groups in total; nationwide as of August 1996 up from 523 a year earlier

In a *special* report on the *alternative* *market* *scheduled* to be released by the end of 1996, investment and research firm Conning & Co., Hartford, Conn., says insurers expansion into alternative market services reflects the industry's realization that it must bolster relationships with *clients*.

"One of my themes is the need to be creative among partners in the risk protection circle." says Mary Ann Godbout, a Conning assistant vice...

11/K/8 (Item 8 from file: 15)
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01143173 97-92567

USE FORMAT 9 FOR FULL TEXT

The very model of a modern marketing plan WORD COUNT: 2337 LENGTH:
10 Pages
Jan/Feb 1996
GEOGRAPHIC NAMES: US

DESCRIPTORS: Marketing; Strategic planning; Success
CLASSIFICATION CODES: 9190 (CN=United States); 7000 (CN=Marketing); 2310
(CN=Planning)

...TEXT: your competitors as rivals. A marketing plan is your strategy for wooing customers. It's based on listening and reacting to what they say.

Because *customer*'s *priorities* are constantly *changing*, a *marketing* *plan* should *change* with them. For years, conventional wisdom was 'prepare a five year marketing plan and review it every year.' But change happens a lot faster than...

11/K/9 (Item 9 from file: 15)
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00956561 96-05954

USE FORMAT 9 FOR FULL TEXT

The organizational side of flexible manufacturing technology
WORD COUNT: 7130 LENGTH: 18 Pages
1994
GEOGRAPHIC NAMES: US

DESCRIPTORS: Flexible manufacturing systems; Organizational change;
Management styles; Implementations; Problems; Guidelines; Competitive
advantage
CLASSIFICATION CODES: 5310 (CN=Production planning & control); 2200
(CN=Managerial skills); 5240 (CN=Software & systems); 9190 (CN=United
States); 9150 (CN=Guidelines)

...TEXT: benefits include responsiveness, delivery performance, reduced inventory, quality and efficiency. The scheduler provides a personal (as opposed to automated) mechanism for the execution of correct *priorities*. When a *scheduler* performs a number of interrelated tasks including *planning*, vendor *contact*, order acceptance, capacity review and customer contact for priority changes, he/she can achieve a "big picture" perspective. By understanding and controlling these types of...gaining benefits from FMT through close personal attention to scheduling, had a very highly automated planning system. In fact, the system was computerized

from the *customer* through the FMT where schedules were down-loaded. In *addition*, the automated *planning* system provided relatively accurate *priorities*. Even in this environment, where one might think the computerized process would handle planning, scheduling and execution, the attention provided by the scheduler made a...

11/K/10 (Item 10 from file: 15)
DIALOG(R) File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

00942542 95-91934

USE FORMAT 9 FOR FULL TEXT

Retail location at the micro-scale: Inventory and prospect WORD COUNT:
15037 LENGTH: 35 Pages
Oct 1994

DESCRIPTORS: Economic theory; Retail stores; Location of industry; Shopping centers; Location analysis; Studies

CLASSIFICATION CODES: 1130 (CN=Economic theory); 8390 (CN=Retailing industry); 9130 (CN=Experimental/Theoretical)

...TEXT: so by, firstly, identifying and evaluating the available theoretical frameworks and associated empirical studies of shop patterns; secondly, exploring demand side analyses of within-centre *shopper* movement and behaviour; thirdly, highlighting the often imperceptible influence of supply side factors like town planning policies and the shopping centre development industry; and, fourthly...

...meso- and macro-scales. As shall become apparent, a surprising amount of published material actually exists, though it tends to be scattered among a wide *variety* of academic *specialisms*--economics, geography, *marketing*, psychology, town *planning* and traffic engineering, to name but the most prominent.

THEORETICAL CONTEXT

If the literature on micro-scale retail location had to be summarised in a ...

11/K/11 (Item 11 from file: 15)
DIALOG(R) File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

00932908 95-82300

USE FORMAT 9 FOR FULL TEXT

Rx for success: The Q factor benchmarking project WORD COUNT: 744
LENGTH: 2 Pages
Oct 1994

GEOGRAPHIC NAMES: US

DESCRIPTORS: Polls & surveys; Accounting firms; Benchmarks; Quality of service; Statistical data

CLASSIFICATION CODES: 9190 (CN=United States); 8305 (CN=Professional services not elsewhere classified); 9140 (CN=Statistical data); 5320 (CN=Quality control)

...ABSTRACT: for each group. The composition of the employees by gender revealed that 33% are female and 67% male. The respondents indicated that their highest practice *priorities* were to develop a *marketing* *plan* and to *add* a practice *specialty* or niche. About 67% of the firms indicated that they carry malpractice insurance. ...

...TEXT: of fees as a percentage of the gross fees by peer group revealed the following: (table omitted)

Marketing

The respondents indicated that their highest practice *priorities* were to

develop a *marketing* *plan* and to *add* a practice *specialty* or niche. However, only 16 percent indicated that they have surveyed their *clients* to determine the level of *client* satisfaction, and 8 percent indicated that they will survey *clients* in the near future.

Malpractice Insurance

Approximately 67 percent of the firms indicated that they carry malpractice insurance. The average amount of insurance was \$843...

11/K/12 (Item 12 from file: 15)
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00723077 93-72298

USE FORMAT 9 FOR FULL TEXT

Asia and Australasia: A country by country profile WORD COUNT: 11535
LENGTH: 12 Pages

May 1993

GEOGRAPHIC NAMES: Asia; Australia

DESCRIPTORS: Telecommunications industry; Manycountries; Telecommunications policy; Changes; Deregulation; Impacts

CLASSIFICATION CODES: 8330 (CN=Broadcasting & telecommunications); 4310 (CN=Regulation); 9179 (CN=Asia & the Pacific)

...TEXT: majority of calls (80 per cent) made in Japan are either inside the same message area, or between adjacent message areas.

NTT also wants to *increase* its range of *special* *calling* option *plans*. *Market* experience tends to suggest that *consumers* respond very positively to rate reductions. NTT's Telejozu, the new night-time and holiday discount service gained over one million contracts by January this

...

11/K/13 (Item 13 from file: 15)
DIALOG(R)File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

00719617 93-68838

USE FORMAT 9 FOR FULL TEXT

1993 market research survey WORD COUNT: 8716 LENGTH: 18 Pages
May 1993

COMPANY NAMES:

Answer Group (DUNS:10-857-3395)

Audit Bureau of Circulations

Frost & Sullivan Inc

GEOGRAPHIC NAMES: US

DESCRIPTORS: Market research firms; Manycompanies; Health care industry; Polls & surveys

CLASSIFICATION CODES: 9190 (CN=United States); 8301 (CN=Advertising agencies)

...TEXT: William S. McGregor. Financial: No supplied. Market involvement: Marketing services to medical/surgical companies and home health-care companies; market research and analysis in a *variety* of medical *specialty* areas; strategic *market* *planning* for growth companies in developing business and *market* *plans* to enter and compete in the medical marketplace. Types of research: Market research and analysis; strategic market planning; focus groups to physicians, nurses, dealers, etc

...

... pharmaceutical distributors; consultant pharmacists; infusion supply manufacturers; infusion suppliers; medical supply manufacturers; medical/surgical distributors. Types of research: Market surveys; focus groups; perception surveys; value-*added* research; *market* *planning*;

specialized pharmaceutical databases. Custom services: Multi-*client* product studies.

M

MARKET DIMENSIONS, INC. 203 E. Baltimore Pike Media, PA 19063 (215) 565-9610 FAX: (215) 565-7293

Employees: 50. Founded: 1983. Management...

11/K/14 (Item 14 from file: 15)
DIALOG(R)File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

00604792 92-19895

USE FORMAT 9 FOR FULL TEXT

Marketing to Minorities WORD COUNT: 2790 LENGTH: 9 Pages
Mar 1992

GEOGRAPHIC NAMES: US

DESCRIPTORS: Small business; Guidelines; Niche marketing; Minorities

CLASSIFICATION CODES: 9520 (CN=Small business); 9150 (CN=Guidelines); 7000 (CN=Marketing); 9190 (CN=United States)

...TEXT: to members of minority groups has become a successful niche strategy. These markets are fast-growing, loyal, increasingly prosperous and easy to reach with a *marketing* *plan* that *addresses* their *unique* needs. Find out why you should be interested in minority markets, and how to take language, culture and media into account when targeting these *consumers*.

Steve Frizalone started his business by the numbers. Specifically, numbers from the U.S. Census Bureau that said the population of Prince George's County...

11/K/15 (Item 15 from file: 15)
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00174576 82-16137

Golden Mail-Order Years: Reaching the Over-45 Market LENGTH: 7 Pages
Jun 1982

DESCRIPTORS: Mail order; Markets; Older people; Mailings; Mailing lists; Advertising

CLASSIFICATION CODES: 7000 (CN=Marketing)

...ABSTRACT: older people are well off financially, and the ability of a national mailer to target offerings to this selected group will result in more productive *marketing* programs. *Lists* are becoming *increasingly* *specialized*. Lifetime Selector is an example; it can draw from its database of 6 million respondents specific *buyers* who have identified preferences and activities. Mail order marketers must not overlook the buying power of the over-45 group and must seek to direct...

11/K/16 (Item 1 from file: 16)
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10932682 Supplier Number: 111917266 (USE FORMAT 7 FOR FULLTEXT)

AT&T Leads Market with Innovative 'Unlimited Country Plans'; Unique New Plans Offer Unlimited International Calling To 17 Countries. Consumers Also Offered An Unlimited Asia Select And Unlimited Europe Select Plan.

Jan 7, 2004

Word Count: 546

PUBLISHER NAME: PR Newswire Association, Inc.

COMPANY NAMES: *AT and T Labs

DESCRIPTORS: *Electronics industry; Communications industry;
Telecommunications services industry; New products
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *4800000 (Telecommunication Services)
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)
SIC CODES: 4800 (COMMUNICATION)
NAICS CODES: 513 (Broadcasting and Telecommunications)

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

MORRISTOWN, N.J., Jan. 7 /PRNewswire/ -- AT&T today announced a groundbreaking and industry-leading offer with its "AT&T Unlimited Country(SM) *Plans*." These *exclusive* AT&T *calling* *plans* provide unlimited international calling to 17 popular countries for a specific monthly plan fee.* As the industry leader in unlimited long distance for domestic calling...

... as \$39.95 for unlimited calling to the United Kingdom, calling across the ocean or around the world has never been easier or more economical. *Consumers* will enjoy the ease and convenience of one low monthly plan fee for unlimited international calls to the eligible country of their choice -- 24 hours...

...from home. In addition, subscribers who call any other country will receive AT&T's already low international rates through the AT&T AnyHour Advantage *Plan*. As a *special* value at no *additional* charge, subscribers to any Unlimited Country Plan will receive a flat rate on domestic long distance of 7 cents per minute on all interstate and...

11/K/17 (Item 2 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

10889816 Supplier Number: 111108174 (USE FORMAT 7 FOR FULLTEXT)
ECNext *Adds* Spectrem Group To *List* of *Specialized* *Market* Research *Clients*; Will Build, Manage and Market Spectrem's Online Channel for Sale of In-Depth Business Information.

Dec 10, 2003

Word Count: 581

PUBLISHER NAME: Business Wire

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

ECNext *Adds* Spectrem Group To *List* of *Specialized* *Market* Research *Clients*; Will Build, Manage and Market Spectrem's Online Channel for Sale of In-Depth Business Information.

... specializing in the affluent and retirement markets, has selected ECNext to build, manage and market its online channel for publications and reports.

ECNext continues to *increase* its *list* of *clients* who *specialize* in providing high-value business information targeted to unique vertical markets. Spectrem Group joins a growing list of innovative knowledge-based firms who are thought...

...to concentrate on their specific business expertise while we help them to create, market and manage their Web sales channel."

Spectrem Group joins a growing *list* of *specialized* firms from a *variety* of industries recently enlisting the help of ECNext, such as Knowledge Source and Trimark, in the healthcare industry, Kline and Company, in the chemical industry...

11/K/18 (Item 3 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

10596990 Supplier Number: 105481584 (USE FORMAT 7 FOR FULLTEXT)
The Planet Rolls Out Business Migration Program for Enterprise Customers.

July 16, 2003

Word Count: 501

PUBLISHER NAME: Business Wire
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

... The Planet. "In The Planet's case, we're prepared to invest our dollars upfront because it's clear that our BMP will offer qualified *customers* an instantaneous return on their investment." Crosby *added* that The *Planet* is presently working on *additional* *unique* *marketing* programs *scheduled* for launch later this summer and early fall.

The Planet Internet Services, Inc., a leading provider of managed hosting and value-added data center services...

11/K/19 (Item 4 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

10355286 Supplier Number: 99494921 (USE FORMAT 7 FOR FULLTEXT)

The Solae Company Debuts as Global Specialty Food Ingredient Supplier.
April 2, 2003

Word Count: 809

PUBLISHER NAME: Business Wire

COMPANY NAMES: *Bunge Ltd.; E.I. du Pont de Nemours and Co.

DESCRIPTORS: *Chemical industry

GEOGRAPHIC NAMES: *1USA (United States)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

... Ingredients; Expand Products and Services
to Customers to Meet Growing Demand

The Solae Company today debuts as one of the world's premier developers and *marketers* of branded, *plant*-based, *specialty* food, feed, and industrial ingredients. Initially, the company's annual revenues are expected to exceed \$800 million.

The Solae Company is being formed through a...

...which then will extend an offer to acquire the interest of minority shareholders.

The Solae Company will focus on significantly growing the global business in *plant*- based, *specialty* food ingredients, initially *addressing* soy protein and lecithin, and expanded offerings of products and services that help *customers* compete and prosper.

With manufacturing operations in four major regions and six technical centers around the world, The Solae Company offers knowledgeable staff, customer support...

11/K/20 (Item 5 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

10041901 Supplier Number: 75141199 (USE FORMAT 7 FOR FULLTEXT)

Can You Survive the Ultimate Challenge?

April 15, 2001

Word Count: 2785

PUBLISHER NAME: Reed Business Information

DESCRIPTORS: *Optometry--Prices and rates; Mail-order industry--
Competitions

EVENT NAMES: *330 (Product information)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *8042000 (Optometrists)

SIC CODES: 8042 (Offices and clinics of optometrists)

NAICS CODES: 62132 (Offices of Optometrists)

... having minimal, if any, defects," says Steve Shuster, B&L's president of contact lens and lens care products for North America.

Meanwhile, 1-800 *Contacts* is reportedly *planning* to *add* *specialty* lenses to its mix of product offerings this year. So, from a *consumer*'s viewpoint, not only is there more and better product than ever; there are more and better ways to get it. For you, the question...

11/K/21 (Item 6 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

08432012 Supplier Number: 71722730 (USE FORMAT 7 FOR FULLTEXT)
The World at Your Feet. (destination specialist programs) (Statistical Data Included)
Feb 26, 2001
Word Count: 6938
PUBLISHER NAME: Universal Media, Inc.
EVENT NAMES: *360 (Services information)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *4721000 (Travel Agents)
INDUSTRY NAMES: BUSN (Any type of business); TRVL (Travel and Hospitality)
SIC CODES: 4724 (Travel agencies)
NAICS CODES: 56151 (Travel Agencies)
SPECIAL FEATURES: LOB
ADVERTISING CODES: 32 Marketing/Advertising Methods

... Agent Specialist and get a diploma, referrals, dedicated toll-free help lines and support from CTCs. Agents who pass Session Two by presenting their Canada *marketing* *plan* are named Certified Canada *Specialists*. In *addition* to receiving all the benefits as Accredited agents, they have their name and agency announced in the What's New newsletter, are listed in Canada...They also receive a marketing manual, certificate, a page in the wholesale partners' section of the South Africa guidebook, subscription to South Africa Newsletter, an *updated* *list* of wholesalers, *consumer* *leads* and *priority* status for fam trips.

Endorsements: Getting ICTA accreditation
Web Site: www.saspecialist.com
Contact: Tshidi Kgole, Myriad Travel Marketing, 3601 Aviation Blvd., Suite 2100, Manhattan...

11/K/22 (Item 7 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

08396701 Supplier Number: 71314865 (USE FORMAT 7 FOR FULLTEXT)
Silicon Summit Technologies Adds New Order and Liquidity Sources to its FixConnect ASP Service.
March 7, 2001
Word Count: 359
PUBLISHER NAME: Business Wire
COMPANY NAMES: *Silicon Summit Technologies
GEOGRAPHIC NAMES: *1USA (United States)
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)
SPECIAL FEATURES: COMPANY

... 222-0803 x14 or by e-mail at lgusto@siliconsummit.com.
Elephant eXpress is a revolutionary Alternative Trading System (ATS) providing institutions, brokers and their *customers* cost effective, real-time electronic trading with a *special* focus on the *Listed* *Market*.

For *additional* information about Elephant eXpress, please contact info@elephanteXpress.com or call 877/910-9777.

11/K/23 (Item 8 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

08239258 Supplier Number: 69405111 (USE FORMAT 7 FOR FULLTEXT)
Sprint Introduces New Broadband Wireless Service to Fresno's Residential and Small Business Customers.
Jan 23, 2001
Word Count: 748
PUBLISHER NAME: Business Wire

COMPANY NAMES: *Broadband; Sprint Corp.
PRODUCT NAMES: *3661160 (Central Office Switching Equipment); 3661251
(Communications Servers); 3661276 (Broadband Modems NEC); 4811000
(Telephone Service)
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)
SIC CODES: 3661 (Telephone and telegraph apparatus); 4813 (Telephone
communications, exc. radio)
NAICS CODES: 33421 (Telephone Apparatus Manufacturing); 334418 (Printed
Circuit Assembly (Electronic Assembly) Manufacturing); 51331 (Wired
Telecommunications Carriers)
TICKER SYMBOLS: FON
SPECIAL FEATURES: LOB; COMPANY

... connections or sudden disconnects.

The service is competitively priced at \$44.95 per month for residential service and \$199.95 per month for businesses. Residential *customers* can enjoy even greater value if they choose to bundle a home long-distance plan with Sprint Broadband Direct. *Customers* can choose from a *variety* of *calling* *plans* at *special* discounted rates.

Sprint Broadband Direct's wireless technology also eliminates the need for a second phone line. And, because it is bundled with EarthLink Sprint...

11/K/24 (Item 9 from file: 16)
DIALOG(R) File 16:(c) 2004 The Gale Group. All rts. reserv.

08236018 Supplier Number: 69378528 (USE FORMAT 7 FOR FULLTEXT)
Sprint Introduces New Broadband Wireless Service to Oklahoma City's Residential and Small Business Customers.
Jan 22, 2001
Word Count: 739
PUBLISHER NAME: Business Wire
COMPANY NAMES: *Broadband; Sprint Corp.
PRODUCT NAMES: *3661160 (Central Office Switching Equipment); 3661251
(Communications Servers); 3661276 (Broadband Modems NEC); 4811000
(Telephone Service)
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)
SIC CODES: 3661 (Telephone and telegraph apparatus); 4813 (Telephone
communications, exc. radio)
NAICS CODES: 33421 (Telephone Apparatus Manufacturing); 334418 (Printed
Circuit Assembly (Electronic Assembly) Manufacturing); 51331 (Wired
Telecommunications Carriers)
TICKER SYMBOLS: FON
SPECIAL FEATURES: LOB; COMPANY

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The service is competitively priced at \$44.95 per month for residential service and \$199.95 per month for businesses. Residential *customers* can enjoy even greater value if they choose to bundle a home long-distance plan with Sprint Broadband Direct. *Customers* can choose from a *variety* of *calling* *plans* at *special* discounted rates.

Sprint Broadband Direct's wireless technology also eliminates the need for a second phone line. And, because it is bundled with EarthLink Sprint...

11/K/25 (Item 10 from file: 16)
DIALOG(R) File 16:(c) 2004 The Gale Group. All rts. reserv.

08097716 Supplier Number: 67415570 (USE FORMAT 7 FOR FULLTEXT)
Adam S. Kaufman 30 Real estate agent Realty One. (Brief Article)
Nov 27, 2000
Word Count: 503
PUBLISHER NAME: Crain Communications, Inc.
COMPANY NAMES: *Realty One Inc.
EVENT NAMES: *540 (Executive changes & profiles)

GEOGRAPHIC NAMES: *1USA (United States); 1U3OH (Ohio)
PRODUCT NAMES: *6530000 (Real Estate Agents, Brokers, Managers)
INDUSTRY NAMES: BUSN (Any type of business); REG (Business, Regional)
SIC CODES: 6531 (Real estate agents and managers)
NAICS CODES: 531 (Real Estate)
SPECIAL FEATURES: INDUSTRY; COMPANY

... representing at least \$40 million in real estate, compared with \$38 million in 1999. To handle that volume, Mr. Kaufman employs four full-timers with *various* *specialties*: a *buyer*'s agent, a *listings* coordinator, a *marketing* director to handle advertising and a sales director to coordinate follow-up on sales. A part-time runner ferries paperwork.

That "machine," as he calls...

11/K/26 (Item 11 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

07905507 Supplier Number: 66097531 (USE FORMAT 7 FOR FULLTEXT)
Naviant Expands Its *Specialty* *Lists* Offering; *Marketers* Can Now Target Entertainment and Media Buyers, Financial Investors, and Financial Credit Seekers Using Pre-Defined Segmentation.

Oct 16, 2000

Word Count: 633

PUBLISHER NAME: Business Wire

GEOGRAPHIC NAMES: *1USA (United States)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

Naviant Expands Its *Specialty* *Lists* Offering; *Marketers* Can Now Target Entertainment and Media Buyers, Financial Investors, and Financial Credit Seekers Using Pre-Defined Segmentation.

... a leading U.S.-based provider of precision marketing tools and integration methodology that enable marketers to identify, target, reach, and build relationships with online *consumers*, today announced the *addition* of three new *Specialty* *Lists* sourced from its High Tech Household (HTHH) Masterfile of over 29 million active online households.

Naviant's suite of Specialty Lists provides advanced targeting of...

...with 2,523,265 online households, Financial Investors with 3,733,555 online households, and Financial Credit Seekers with 3,104,275 online households.

These *Specialty* *Lists* are in *addition* to the six announced earlier this year: Affluent Heavy Spending Families, Active Web-Savvy Seniors, Early Adopters, High-Tech Mail Order *Buyers*, Active Sports Enthusiasts, and Seasoned Travelers.

Naviant's Specialty Lists are derived from the Naviant Masterfile and further refined with specific lifestyle, financial and expenditure...

...users with the highest propensity to purchase their products or services," said Cate Mumford, director, Offline Products for Naviant. "Our growing number of pre-profiled *Specialty* *Lists* provide *marketers* with a way to reach the right prospects with the demographics and lifestyle behaviors they are looking to target."

A pre-profiled list for marketers...

11/K/27 (Item 12 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

07819719 Supplier Number: 65225948 (USE FORMAT 7 FOR FULLTEXT)
WorldWide Media updates gift data. (Brief Article) (Statistical Data Included)

August 28, 2000

Word Count: 202

PUBLISHER NAME: Centaur Publishing Ltd.

COMPANY NAMES: *World Wide Media Group; Kensington Specialists

EVENT NAMES: *480 (Use of services)
GEOGRAPHIC NAMES: *4EUUK (United Kingdom)
PRODUCT NAMES: *3950000 (Pens, Pencils & Related Equip); 7392600
(Marketing Consulting Services)
INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN
(Any type of business)
SIC CODES: 3950 (Pens, Pencils, Office, & Art Supplies); 8742
(Management consulting services)
NAICS CODES: 33994 (Office Supplies (except Paper) Manufacturing); 541614
(Process, Physical Distribution, and Logistics Consulting Services)
SPECIAL FEATURES: INDUSTRY; COMPANY
ADVERTISING CODES: 50 Company Data

(USE FORMAT 7 FOR FULLTEXT)

TEXT:
World Wide Media Group has *updated* the Kensington *Specialists* Corporate Gift *Buyers* *list* and The *Marketing* Guild file. The 100 per cent direct mail-generated list from Kensington Specialists corporate Gift *Buyers* has now grown to 12,403 *buyers*. Kensington Specialists sells a wide range of imprinted pens and diaries via direct mail and *buyers* are said to be targets for all types of business propositions, including office supplies, financial services, publications, seminars, business product catalogues and self-improvement offers...

...commercial and non-profit led organisations. The database is split by delegates at member organisations, 6,538 at (pound)145 per 1,000, lapsed individual *buyers*, 4,515 at (pound)160 per 1,000 and other delegates and buyers, 11,441 at (pound)140 per 1,000. Selections include job...

11/K/28 (Item 13 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

07666765 Supplier Number: 63833994 (USE FORMAT 7 FOR FULLTEXT)
Planar Systems, Inc. Inks Agreement for Off-Shore Manufacturing, Access to New Capabilities; Agreement with Truly Semiconductors Ltd. Expands Market Opportunities.
August 3, 2000
Word Count: 750
PUBLISHER NAME: Business Wire
COMPANY NAMES: *Planar Systems Inc.
PRODUCT NAMES: *3679580 (Display Devices)
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)
SIC CODES: 3679 (Electronic components, not elsewhere classified)
NAICS CODES: 334419 (Other Electronic Component Manufacturing)
TICKER SYMBOLS: PLNR
SPECIAL FEATURES: COMPANY

... economically feasible in the past. In the future, other Planar display modules could be assembled at the Truly facility, according to Krishnamurthy.

The agreement also *increases* *market* opportunities, as *Planar* will become an *exclusive* distributor of Truly's LCD products in medical, industrial and transportation markets in North America. Truly has capabilities in TN and STN liquid crystal displays that will allow Planar to expand the range of technology available to existing *customers* as well as to potentially enter selected new markets.

"Our relationship with Planar is very strategic as Truly's products will now have an excellent...

11/K/29 (Item 14 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

07462166 Supplier Number: 62556413 (USE FORMAT 7 FOR FULLTEXT)
2000 HONOMICHL TOP 50.
June 5, 2000

Word Count: 23043
PUBLISHER NAME: American Marketing Association
EVENT NAMES: *600 (Market information - general)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *7392100 (Market Research Services)
INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN
(Any type of business)
SIC CODES: 8732 (Commercial nonphysical research)
NAICS CODES: 54191 (Marketing Research and Public Opinion Polling)
ADVERTISING CODES: 41 Agency Financial Data

... United States and Latin America; Tandem Research, focusing on research for the pharmaceutical industry; Product Intelligence, providing ION touch-screen technology for in-person research; *Marketing* *Planning* & Strategy, *specializing* in the development of consulting services using proprietary simulation software; and Motorsearch (acquired in January 2000), serving the automotive industry and international automotive consumer research...offers in-depth educational seminars on marketing research, data analysis, customer satisfaction measurement, employee surveys and qualitative research techniques.

* Burke Strategic Consulting Group (BSCG) helps *clients* optimize organizational performance. The group *specializes* in designing strategic *marketing* *plans* to *increase* *market* effectiveness, streamlining internal processes to deliver optimal quality, *customer* service and profit and increasing employee commitment. BSCG services include employee surveys and selection systems, advanced value management, strategic marketing planning and change management.

* Burke...

11/K/30 (Item 15 from file: 16)
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07077601 Supplier Number: 59111310 (USE FORMAT 7 FOR FULLTEXT)
PLATINUM LISTINGS. (companies offering consulting services, mostly related to direct marketing) (Brief Article)
Jan, 2000
Word Count: 3963
PUBLISHER NAME: Intertec Publishing Corporation, A PRIMEDIA Co.
EVENT NAMES: *360 (Services information)
GEOGRAPHIC NAMES: *1USA (United States)
PRODUCT NAMES: *7392000 (Business & Mgmt Consulting); 7319500 (Direct Marketing Services)
INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN
(Any type of business); RETL (Retailing)
NAICS CODES: 54161 (Management Consulting Services); 54186 (Direct Mail Advertising)
SPECIAL FEATURES: LOB
ADVERTISING CODES: 55 Company Planning/Goals

... customer-driven services. Founded in 1977, the Millard Group Inc. has grown into one of the most established and highly respected companies in the business.

Specialization: *List* management, *list* brokerage and *marketing* services for catalogs, publications and fundraising.

Mokrynski & Associates Inc.

401 Hackensack Avenue

Hackensack, NJ 07601

(201) 488-5656

FAX (201) 488-9225

e-mail: hkupfer@mokrynski.com

<http://www.mokrynski.com>

Contact: Howard Kupfer, Senior Vice President

Specialization: *List* Brokerage and *Alternate* Response Media Programs for over 150 of the Nation's most successful catalog ... customer-driven services. Founded in 1977, the Millard Group Inc. has grown into one of the most established and highly respected companies in the

business.

Specialization: *List* management, *list* brokerage and *marketing* services for catalogs, publications and fundraising.

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401 Hackensack Avenue

Hackensack, NJ 07601

(201) 488-5656

FAX (201) 488-9225

e-mail: mduke@mokrynski.com

<http://www.mokrynski.com>

Contact: Marlies Duke, Senior Vice President

Specialization: *List* Management and *Alternate* Response Media Programs for over 130 catalog companies covering both domestic and international markets. Our *clients* are assured of:

* Maximum Sales to both traditional and nontraditional market segments

* Exceeding Aggressive Sales Goals

* Proven Innovative Marketing Strategies

* Extensive Report Package

* Impeccable Customer...

...Smithsonian Catalogue and Tiffany & Co.

NRL Management

100 Union Avenue

Cresskill, NJ 07626

(201) 568-0707

FAX (201) 568-9893

Contact: Monique Braban--V.P. *List* *Marketing*

Services--Business/Financial;

Bruce Kimmel--V.P. *List* *Marketing* Services-Consumer

Specialization: Full-service *List* Management company specializing* in Consumer Catalogs, Business to Business Catalogs, Publishers and Financial mailing lists as well as Consumer Package Insert Program. Services include all aspects of List...

...President, Sheldon Zaslansky

- President, Fran Golub - Senior V.P.

List Management, Joann Kropp - Senior V.P.

List Management, Scott Miller - Senior V.P.

General Manager

Specialization: *List* management

Other Services: *List* Brokerage, *Alternative* Media, Modeling and Analytical Services, Free Standing Insert (FSI) Placement, Database Consulting, Proprietary Business and *Consumer* Lists, Database Development Maintenance and On-Line Access, Merge/Purge and NCOA, List Rental Fulfillment, List Enhancement (Business and *Consumer*).

Millard Group Inc.

10 Vose Farm Rd.

Peterborough, NH 03458

(603) 924-9262

FAX (603) 924-7810

Contact: Ben Perez, President; Linda

McAleer, Executive Vice Group Inc. has grown into one of the most established and highly respected companies in the business.

Specialization: *List* management, *list* brokerage and *marketing* services for catalogs, publications and fundraising.

Merge/Purge Dupe Elimination

PARAGON DIRECT

8350 N. Steven Road

Milwaukee, WI 53223-3355

(414) 362-1111

FAX: (414)...

06941145 Supplier Number: 58619762 (USE FORMAT 7 FOR FULLTEXT)

LA Group, Inc. Purchases Domain Name www.AsSeenOnTV.com.

Jan 18, 2000

Word Count: 704

PUBLISHER NAME: Business Wire

COMPANY NAMES: *LA Group Inc.

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SPECIAL FEATURES: COMPANY

... as it relates to products seen on television. Fasano added, "We intend to utilize www.AsSeenOnTV.com as a portal or jumping off point for *consumers* trying to find products which they had previously seen only on TV. The site that is being developed to utilize the new name will enable *consumers* to search for products by various means, including product types, company, specific items and spokesperson. In *addition*, *plans* *call* for the development of *unique* pricing opportunities for the *consumers*."

Mr. Frank Costanzo, President of LA Group, Inc. stated, "The most common phrase used by consumers to identify Infomercial and products they see on television..."

11/K/32 (Item 17 from file: 16)

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06304007 Supplier Number: 54506919 (USE FORMAT 7 FOR FULLTEXT)

Bolder Technology Expands Marketing.

April, 1999

Word Count: 253

PUBLISHER NAME: Business Communications Company, Inc.

COMPANY NAMES: *BOLDER Technologies Corp.

EVENT NAMES: *336 (Product introduction)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *3691500 (Rechargeable Batteries)

INDUSTRY NAMES: BUSN (Any type of business); ENG (Engineering and Manufacturing)

NAICS CODES: 335911 (Storage Battery Manufacturing)

SPECIAL FEATURES: COMPANY

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...that provides services for several Fortune 500 companies." The company also expects to expand its market to emergency vehicle service and repair professionals, and attract *consumers* who will supply themselves with individual, lightweight, portable emergency jump start units. "Since achieving volume production capabilities in the latter part of 1998, we have...

...grow slowly during the first half of 1999 and accelerate during the second half. "Every month, we are generating interest from increasing numbers of potential *customers* and shipping larger quantities of products, primarily for samples, he says. "We have also received a few small orders for marine and motorsports engine starting, a *market* that we *plan* to *address* with *specialized* products within the next few years."

11/K/33 (Item 18 from file: 16)

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06284838 Supplier Number: 54433069 (USE FORMAT 7 FOR FULLTEXT)

MANAGEMENT/MARKETING. (marketing services)

April, 1999

Word Count: 12302

PUBLISHER NAME: Cowles-SIMBA Information

EVENT NAMES: *360 (Services information)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *7319500 (Direct Marketing Services)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN

(Any type of business); RETL (Retailing)

NAICS CODES: 54186 (Direct Mail Advertising)

ADVERTISING CODES: 24 Direct Marketing

... info@azms.com Web Site: www.azms.com

Contact: Theresa Horn, Sr. Vice President; Mary Ellen McGarry, Sr. Vice President; Richard F. Holpp, President & COO

Specialization: Full-service *marketing* consultation and *list* brokerage services in the areas of catalog marketing, publishing, financial services, not-for-profit, international and alternative media. Our key objective: to define and implement...President; JoAnn Johnson, Sr. Vice President; Jim Hall, Vice President

Branch Offices: Texas, P.O. Box 1182, 802 W. 16th, Mt. Pleasant, TX 75455

Capabilities: *List* Management, *Alternative* - PIP.

Specialization: Chilcutt Direct Marketing is a full service *List* Brokerage company *specializing* in the Outdoor *Market*. CDM's *List* Brokers main objective is to find the most qualified names for our *client*'s offer. CDM will continue to provide response analysis, complete monitoring services and new list research.

The Coolidge Company Inc.

25 West 43rd Street New...customer-driven services. Founded in 1977, the Millard Group Inc. has grown into one of the most established and highly respected companies in the business.

Specialization: *List* management, *list* brokerage and *marketing* services for catalogs, publications and fundraising.

Mokrynski & Associates Inc.

401 Hackensack Avenue Hackensack, NJ 07601 (201) 488-5656 FAX (201) 488-9225 e-mail: hkupfer@mokrynski.com http://www.mokrynski.com

Contact: Howard Kupfer, Senior Vice President

Specialization: *List* Brokerage and *Alternate* Response Media Programs for over 150 of the Nation's most successful catalog mailers, covering domestic and international markets. Our expert services include:

Targeted & Creative...E-mail: janem@cdmlist.com

Contact: Jane McCoy, Vice President

Branch Offices: Texas, P.O. Box 1182, 802 W. 16th, Mt. Pleasant, TX 75455

Capabilities: *List* Brokerage, *Alternative* - PIP.

Specialization: Full Services *List* Management company *specializing* in the Outdoor Market. The range of services CDM provides extends from full-service marketing agent to transaction and accounting management. CDM currently serves as...Inc. is a full service list management, list brokerage and marketing database company, servicing major direct marketers since 1973. ADVO choose MDA because of their *unique* abilities in *marketing* innovation and *list* product development, which has led to tremendous growth for MDA and their list clients over the last five years.

Millard Group Inc.

10 Vose Farm...

...customer-driven services. Founded in 1977, the Millard Group Inc. has grown into one of the most established and highly respected companies in the business.

Specialization: *List* management, *list* brokerage and *marketing* services for catalogs, publications and fundraising.

Mokrynski & Associates Inc.

401 Hackensack Avenue Hackensack, NJ 07601 (201) 488-5656 FAX (201) 488-9225 e-mail: mfuchs@mokrynski.com http://www.mokrynski.com

Contact: Marlies Fuchs, Senior Vice President

Specialization: *List* Management and *Alternate* Response Media Programs for over 130 catalog companies covering both domestic and international markets. Our *clients* are assured of:

* Maximum Sales to both traditional and nontraditional market segments

* Exceeding Aggressive Sales Goals

* Proven Innovative Marketing Strategies

* Extensive Report Package
* Impeccable Customer...

...CALL TODAY FOR MORE INFORMATION!

NRL Management
100 Union Avenue Cresskill, NJ 07626 (201) 568-0707 FAX (201)
568-9893

Contact: Monique Braban--V.P. *List* *Marketing*
Services--Business/Financial; Bruce Kimmel--V.P. *List* *Marketing*
Services-Consumer

Specialization: Full-service *List* Management company
specializing in Consumer Catalogs, Business to Business Catalogs,
Publishers and Financial mailing lists as well as Consumer Package Insert
Program. Services include all aspects of List...Mike Carney - Vice
President List Management; Jim Kellough - Senior List Manager; Guy Connor -
Vice President List Brokerage

Company Description: Since 1992. 16 employees

Capabilities: Consumer *List* Management Database *Marketing* and
Data Acquisition Full-service *List* Brokerage

Specialization: Providing expert *list* consultation, mailing
lists and related services.

Experian Direct Tech

(See our listing under Computer Data Processing.)

Market Research

Chain Store Guide

(See our listing under Mailing Lists: Business...)

11/K/34 (Item 19 from file: 16)

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05449527 Supplier Number: 48261378 (USE FORMAT 7 FOR FULLTEXT)

Sun Sets on BT's Telecom Empire

Feb 1, 1998

Word Count: 1167

PUBLISHER NAME: Jupiter Communications

COMPANY NAMES: *British Telecommunications PLC

EVENT NAMES: *220 (Strategy & planning)

GEOGRAPHIC NAMES: *4EUUK (United Kingdom)

PRODUCT NAMES: *4810000 (Telecommunication Services ex Broadcast)

INDUSTRY NAMES: BUSN (Any type of business); CMPT (Computers and Office Automation)

NAICS CODES: 5133 (Telecommunications)

SPECIAL FEATURES: INDUSTRY; COMPANY

... presence. This allows BT to offer a very efficient service with the shortest delays and the fewest busy signals possible.

BT often offers its telephone *customers* *special* incentive *plans*, yielding *additional* network discounts. These *plans* are a *marketing* incentive aimed at slowing down the number of *customers*-especially *consumers*-who are switching to the cable-based services.

Online with LineOne

BT, in association with News Corp., has launched LineOne, an Internet-based online service...

11/K/35 (Item 20 from file: 16)

DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

05232551 Supplier Number: 47979326 (USE FORMAT 7 FOR FULLTEXT)

Ameritech's Clearpath offers cellular extras

Sept 15, 1997

Word Count: 373

PUBLISHER NAME: Crain Communications, Inc.

COMPANY NAMES: *Ameritech Corp.

EVENT NAMES: *366 (Services introduction)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *4811801 (Cellular Telephone Services)
INDUSTRY NAMES: BUSN (Any type of business); REG (Business, Regional)
NAICS CODES: 513322 (Cellular and Other Wireless Telecommunications)
TICKER SYMBOLS: AIT
SPECIAL FEATURES: COMPANY

... two-way radio access and messaging on one phone.

Meanwhile, Ameritech has already launched a radio and television advertising campaign to promote digital service. Grossman *added* it's *planning* some *special* *marketing* promotions to get analog cellular *customers* to pick up digital cellular phones. CDB

11/K/36 (Item 21 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

05030338 Supplier Number: 47385360 (USE FORMAT 7 FOR FULLTEXT)

AMS Announces Practice to Help Companies Broaden Business Operations

May 14, 1997

Word Count: 591

PUBLISHER NAME: PR Newswire Association, Inc.

COMPANY NAMES: *American Management Systems Inc.

EVENT NAMES: *220 (Strategy & planning)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *7374300 (Specialized Computer Services)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

NAICS CODES: 51421 (Data Processing Services)

TICKER SYMBOLS: AMS

SPECIAL FEATURES: COMPANY

... telecommunications companies and gas and electric utilities introduce business operations for new products and services.

In the current deregulatory climate, Business Launch Services enables AMS *clients* to successfully develop and sustain new ventures in an *increasingly* competitive marketplace. These *specialized* capabilities include defining business *plans*, analyzing *market* opportunities and competitive issues, assessing operational capabilities, attracting *customers* and developing strategies for continued growth.

"AMS Business Launch Services supports new start-up companies, non-traditional market entrants and established industry players launching new ...

11/K/37 (Item 22 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

04743078 Supplier Number: 46981382 (USE FORMAT 7 FOR FULLTEXT)

TECNOL Medical Products, Inc. Consolidates Wound Care Manufacturing Operations.

Dec 18, 1996

Word Count: 523

PUBLISHER NAME: Business Wire

COMPANY NAMES: *Tecnol Medical Products Inc.

EVENT NAMES: *440 (Facilities & equipment)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *3842000 (Medical Appliances & Supplies)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

NAICS CODES: 339113 (Surgical Appliance and Supplies Manufacturing)

TICKER SYMBOLS: TCNL

SPECIAL FEATURES: LOB; COMPANY

... of various factors that could affect actual results. The company's outlook for higher sales in dressings products is based on anticipated growth with current *customers* and the addition of new accounts. These factors might be affected by increased competition, changing market trends or new product introductions. The company's outlook for increased manufacturing efficiencies and improved quality might be affected by delays

in the completion of engineering projects, *changes* in business *priorities*, and other *plans*.

CONTACT: David Radunsky,
chief operating officer and general counsel,
817/577-6490,
or J. Warren Henry,
vice president, investor relations,
817/577-7767, both of TECNOL...

11/K/38 (Item 23 from file: 16)
DIALOG(R) File 16:(c) 2004 The Gale Group. All rts. reserv.

04593818 Supplier Number: 46754387 (USE FORMAT 7 FOR FULLTEXT)

Software: Behind the Scenes

Oct, 1996

Word Count: 2475

PUBLISHER NAME: Cowles-SIMBA Information

EVENT NAMES: *360 (Services information); 330 (Product information)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *4811801 (Cellular Telephone Services); 7372600
(Computer Network & Communications Software)

INDUSTRY NAMES: BUSN (Any type of business); ELEC (Electronics)

NAICS CODES: 513322 (Cellular and Other Wireless Telecommunications);
51121 (Software Publishers)

... different needs, says Wendy Wiseman, director of marketing for Prairie Systems, Omaha, NE.

"We don't sell all of our services to all of our *customers*. We target the ones that would be most appropriate for each market," she says. "There's a use for most of these services, but you can't exactly put them in a *prioritized* *list* because *markets* *vary*."

However, markets are not the only variable, software services also seem to vary from spectrum to spectrum, or from cellular to PCS. For example, Wilkerson...

11/K/39 (Item 24 from file: 16)
DIALOG(R) File 16:(c) 2004 The Gale Group. All rts. reserv.

04350440 Supplier Number: 46380545 (USE FORMAT 7 FOR FULLTEXT)

BILLING: AT&T ANNOUNCES PLAN TO BILL CUSTOMERS DIRECTLY

May 13, 1996

Word Count: 392

PUBLISHER NAME: EDGE Publishing

COMPANY NAMES: *American Tel & Tel

EVENT NAMES: *240 (Marketing procedures)

GEOGRAPHIC NAMES: *1U9CA (California)

PRODUCT NAMES: *4811000 (Telephone Service)

INDUSTRY NAMES: BUSN (Any type of business); TELC (Telecommunications)

NAICS CODES: 51331 (Wired Telecommunications Carriers)

SPECIAL FEATURES: LOB; COMPANY

... to offer local service in the state as early as mid-summer this year.

"The new, easy-to-read AT&T bill provides our residential *customers* with details on monthly savings under *various* AT&T *calling* *plans*, timely news on *special* offers and tips to save money on future calls," said Michael Antieri, AT&T president - Pacific States. "As well, with the new AT&T bill, we will be able to introduce new services to *customers* more quickly than we've been able to before."

The new AT&T bill includes the following *special* features:

* Savings from *calling* *plans* are detailed on the first page, so customers can see immediately how much money they saved that month.

* Information and messages based on customers' calling patterns and the kinds of calls they place, to make it easier to choose the best

calling *plan*.

- * Timely news on *special* offers, products and services.
- * The option of receiving the bill in Spanish, for customers who prefer it.
- * The use of recycled paper, printed on both...

11/K/40 (Item 25 from file: 16)
DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

03940989 Supplier Number: 45701415

Specialized lists sizzle

August, 1995

PUBLISHER NAME: Cowles-SIMBA Information

EVENT NAMES: *600 (Market information - general)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *5961000 (Mail Order Houses)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN
(Any type of business); RETL (Retailing)

NAICS CODES: 45411 (Electronic Shopping and Mail-Order Houses)

SPECIAL FEATURES: LOB

ABSTRACT:

The article presents *specialty* *list* *marketing* taking on *increased* demand. There is an increased demand for lists of educational, entertainment and reference CD-ROM titles, fetching list firms such as Worldata \$130 per 1,000 names. Worldata's home entertainment lists (including game and educational software lists) bring in \$100 per 1,000 names. Upscale women's apparel fetch *consumer* list brokerage and management company Morynski & Associates between \$130 to \$140 per 1,000 names. NRL Management's six-month *buyer* value its lifestyle, home and gardening lists between \$130 and \$145 per 1,000 names.

...

11/K/41 (Item 26 from file: 16)

DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

03028943 Supplier Number: 44115474 (USE FORMAT 7 FOR FULLTEXT)

NOBILITY HOMES, INC. ANNOUNCES AN 84 PERCENT INCREASE IN THIRD QUARTER SALES

Sept 23, 1993

Word Count: 220

PUBLISHER NAME: PR Newswire Association, Inc.

COMPANY NAMES: *Nobility Homes Inc.

EVENT NAMES: *830 (Sales, profits & dividends)

GEOGRAPHIC NAMES: *1USA (United States); 1U5FL (Florida)

PRODUCT NAMES: *2452410 (Residential Prefab Wood Buildings)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

NAICS CODES: 321992 (Prefabricated Wood Building Manufacturing)

TICKER SYMBOLS: NOBH

SPECIAL FEATURES: COMPANY

... our products. With a growing number of exclusive Nobility dealers in the state and continued low interest rates, we are reaching more of the family *market* *buyers*. Future *plans* *call* for *additional* emphasis on *exclusive* dealer locations in other areas of Florida.

"Business continues to look strong for the fourth quarter of the 1993 fiscal year and the company expects..."

11/K/42 (Item 27 from file: 16)

DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

02921880 Supplier Number: 43947572 (USE FORMAT 7 FOR FULLTEXT)
'NOBILITY HOMES, INC. ANNOUNCES A 102 PERCENT SALES GAIN IN SECOND QUARTER SALES

July 2, 1993

Word Count: 216

PUBLISHER NAME: PR Newswire Association, Inc.

COMPANY NAMES: *Nobility Homes Inc.

EVENT NAMES: *830 (Sales, profits & dividends)

GEOGRAPHIC NAMES: *1USA (United States); 1U5FL (Florida)

PRODUCT NAMES: *1520000 (Residential Buildings)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

NAICS CODES: 2332 (Residential Building Construction)

TICKER SYMBOLS: NOBH

SPECIAL FEATURES: INDUSTRY; COMPANY

... market in Florida for our products. With a growing number of exclusive Nobility dealers in the state, we are reaching more of the family *market* *buyers*. Future *plans* *call* for *additional* emphasis on *exclusive* dealer locations in other areas of Florida.

"Business continues to look strong for the third quarter of the 1993 fiscal year and the company expects..."

11/K/43 (Item 28 from file: 16)

DIALOG(R)File 16:(c) 2004 The Gale Group. All rts. reserv.

02617732 Supplier Number: 43480223 (USE FORMAT 7 FOR FULLTEXT)

Griswold's housewares knowledge pays off

Nov 29, 1992

Word Count: 388

PUBLISHER NAME: Crain Communications, Inc.

COMPANY NAMES: *American Harvest Inc.; Griswold Inc.; Salton Housewares

EVENT NAMES: *610 (Contracts & orders received); 480 (Use of services)

GEOGRAPHIC NAMES: *1U3OH (Ohio); 1U4MN (Minnesota); 1U3IL (Illinois)

PRODUCT NAMES: *7311000 (Advertising Agencies); 3631180 (Convection Ovens); 3634000 (Electric Housewares & Fans)

INDUSTRY NAMES: BUSN (Any type of business); REG (Business, Regional)

NAICS CODES: 54181 (Advertising Agencies); 335221 (Household Cooking Appliance Manufacturing); 335211 (Electric Housewares and Household Fan Manufacturing)

SPECIAL FEATURES: LOB; COMPANY

... Griswold decided earlier this year that the best way to represent its expertise was to designate three areas of concentration, or specialty groups, which would *address* the *unique* advertising, *marketing* and strategic *planning* needs of *clients* in each group.

Jeffrey A. Weber, general manager and executive vice president of Griswold, of Cleveland, said the reorganization has worked.

'You have a story...'

11/K/44 (Item 1 from file: 160)

DIALOG(R)File 160:(c) 1999 The Gale Group. All rts. reserv.

01063726

Corporate Strategy: North Carolina Bank Moves into Insurance Sales.

July 26, 1984

...sales/wk/employee. Northwestern decided to test the effect of paying commissions on annuity sales, and the results justified the move. Northwestern's long-term *plan* *calls* for *adding* more *specialized* services carrying commissions to employees, and spending for commissions instead of advertising gives employees the incentive to really sell.

Customers are not used to thinking of banks as offering such services, and personal selling is more effective than mass media. Bank employees have not neglected...

11/K/45 (Item 1 from file: 275)
DIALOG(R) File 275:(c) 2004 The Gale Group. All rts. reserv.

02259109 SUPPLIER NUMBER: 53547961 (USE FORMAT 7 OR 9 FOR FULL TEXT)
AT&T To Form Joint Ventures With Five Cable Operators 01/08/99.
Jan 8, 1999
WORD COUNT: 666 LINE COUNT: 00055

FILE SEGMENT: NW File 649

TEXT:

...plans to form JVs with five Tele- Communications Inc. (TCI) affiliates. The idea behind the JVs, officials say, is to offer advanced communications services to *customers* in the TCI affiliate areas concerned. The TCI areas include those of Bresnan Communications, Falcon Cable TV, Insight Communications, InterMedia Partners and Peak Cablevision. Plans...

...in the UK, Newsbytes notes. Late last year saw a new company, Localtel, start to offer local loop services at a discount, across BT lines. *Plans* *call* for a *variety* of *specialist* firms to offer advanced services across BT circuits -- paying BT a line rental in the process -- to UK *customers* later this year. Back in the US, meanwhile, Armstrong said that the joint ventures are pursuing a facilities-based approach that will allow the company to deliver on its commitment to provide all-distance telephony service to its *customers*. Under the deals proposed today, AT&T says it expects to own between 51 percent and 65 percent of each of these joint ventures, and...

...end of the year 2000. According to AT&T, the telephony JV, in each case, will bear the cost of adding communications equipment when a *customer* signs up for service. AT&T says it estimates those costs will eventually range from \$300 to \$500 per home, depending on whether the *customer* already subscribes to the cable operator's digital video service. Plans call for each telephony JV will report to Leo Hindery, Jr., the current president...

11/K/46 (Item 2 from file: 275)
DIALOG(R) File 275:(c) 2004 The Gale Group. All rts. reserv.

01247001 SUPPLIER NUMBER: 06952579 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Can image processing preclude paper? (includes related article on desktop publishing)
Sept, 1988
WORD COUNT: 3097 LINE COUNT: 00248

SPECIAL FEATURES: illustration; photograph

DESCRIPTORS: Banking; Image Processing; Information Storage and Retrieval ; Records Management; Online Transaction Processing; Electronic Filing

FILE SEGMENT: CD File 275

... FileNet system, which prints them during the nightly production cycle.

"We haven't even started to address all the opportunities open to us," says Webber, *adding* that future *plans* *call* for electronic *prioritizing* and routing of *customer* correspondence for the *customer* service representatives. As the correspondence is fed into the system, each piece would be given a code identifying type of correspondence, and as each rep...

...s a finance charge discrepancy, they would be able to make the

correction on the mainframe data base, and send a letter out to the *customer*. Webber also envisions the day when her group will receive files electronically into the system from the other offices.

What's on the Market
TRW...

11/K/47 (Item 1 from file: 621)
DIALOG(R) File 621:(c) 2004 The Gale Group. All rts. reserv.

01085187 Supplier Number: 40507945 (USE FORMAT 7 FOR FULLTEXT)

Softbridge Announces New Business Planning Software

Sept 13, 1988

Word Count: 419

PUBLISHER NAME: Various

COMPANY NAMES: *Softbridge

EVENT NAMES: *330 (Product information)

GEOGRAPHIC NAMES: *1U2NY (New York)

PRODUCT NAMES: *7372411 (General Accounting & Financial Software)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

NAICS CODES: 51121 (Software Publishers)

TRADE NAMES: Softbridge Business

... business owners and professionals.

"Financial planners have chosen a number of different paths to success. The financial planning industry has grown and matured! resulting in *market* diversification and *planner* *specialization*

. The Softbridge Business *Planner*, the newest member of our family, offers *planners* the tools to *address* the *unique* *planning* concerns of *clients* who own small businesses or are self-employed professionals," said Joseph.

The Softbridge Business Planner is an all new, modular program designed to address business...

11/K/48 (Item 1 from file: 148)
DIALOG(R) File 148:(c)2004 The Gale Group. All rts. reserv.

16686235 SUPPLIER NUMBER: 112911098 (USE FORMAT 7 OR 9 FOR FULL TEXT)

HOUSE SPECIALS; SPECIALTY BEDDING MANUFACTURERS ARE HAVING SUCCESS WITH NEW DESIGNS AND TECHNICAL INNOVATIONS, AS WELL AS WIDER PLACEMENT.

Jan 26, 2004

WORD COUNT: 1268 LINE COUNT: 00103

INDUSTRY CODES/NAMES: BUSN Any type of business; HOME Home Furnishings

DESCRIPTORS: Home furnishings industry; Bedding

GEOGRAPHIC CODES/NAMES: 1USA United States

EVENT CODES/NAMES: 010 Forecasts, trends, outlooks;330 Product information

FILE SEGMENT: TI File 148

... frames, according to Larry Klein, director of sales. Bedding accessories, such as pillows, have also gained in popularity.

"We expect even more growth due to *increasing* demand for *specialty* bedding, new product launches *planned* for 2004 and aggressive *marketing* *plans*," he said. "Natura's wide assortment of proven products has led us into more of the top 100 North American retailers. Our *customers* are looking for ways to spice up their lagging conventional bed sales. Another key selling point is our controlled distribution strategy." Klein said he expects...

11/K/49 (Item 2 from file: 148)

DIALOG(R)File 148:(c)2004 The Gale Group. All rts. reserv.

16376157 SUPPLIER NUMBER: 106942257 (USE FORMAT 7 OR 9 FOR FULL TEXT

)

The Solae Company debuts as speciality food ingredient supplier. (news) (Brief Article)

May, 2003

WORD COUNT: 233 LINE COUNT: 00023

COMPANY NAMES: Bunge Ltd.--Acquisitions, mergers, divestments; E.I. du Pont de Nemours and Co.--Acquisitions, mergers, divestments; Solae Co.

INDUSTRY CODES/NAMES: BUSN Any type of business; FOOD Food, Beverages and Nutrition

DESCRIPTORS: Food industry; Chemical industry--Acquisitions, mergers, divestments

GEOGRAPHIC CODES/NAMES: 1USA United States

EVENT CODES/NAMES: 120 Organizational history; 140 Parent-to-subsidiary activities; 130 Subsidiary-to-parent activities; 150 Acquisitions & mergers

FILE SEGMENT: TI File 148

TEXT:

A new company specialising in the developing and *marketing* of branded, *plant*-based, *speciality* food, feed and industrial ingredients has just been launched in St. Louis, USA.

... which will then extend an offer to acquire the interest of minority shareholders. The Solae Company will focus on significantly growing the global business in *plant*-based, *speciality* food ingredients, initially *addressing* soy protein and lecithin, and expanded offerings of products and services that help *customers* compete and prosper.

The Solae Company's long-term aim is to incorporate great-tasting, value added, speciality food ingredients into the world's menu...

11/K/50 (Item 3 from file: 148)

DIALOG(R)File 148:(c)2004 The Gale Group. All rts. reserv.

08870199 SUPPLIER NUMBER: 18528610

HMOs look to differentiate by enhancing products, systems. (health maintenance organizations)

July 29, 1996

WORD COUNT: 785 LINE COUNT: 00068

INDUSTRY CODES/NAMES: INSR Insurance and Human Resources; BUSN Any type of business

DESCRIPTORS: Health maintenance organizations--Marketing

PRODUCT/INDUSTRY NAMES: 8000130 (Health Maintenance Organizations)

SIC CODES: 8000 HEALTH SERVICES

FILE SEGMENT: TI File 148

ABSTRACT: Health maintenance organizations have begun to *plan* their *marketing* campaigns around *unique* services and products rather than price alone, according to industry analysts. The proliferation of similar HMO plans will force the industry to compete for consumer dollars with value-added services as profit margins shrink and premiums *decrease*. Some *plans* offer *special* charges for greater freedoms, such as self-referrals to specialists which carry a special co-payment.

11/K/51 (Item 4 from file: 148)

DIALOG(R)File 148:(c)2004 The Gale Group. All rts. reserv.

08001955 SUPPLIER NUMBER: 17261414 (USE FORMAT 7 OR 9 FOR FULL TEXT)

CEO out to make Fleet unit the profitability king. (Gerry Baker, chief executive officer of Fleet Mortgage Group)

July 14, 1995

WORD COUNT: 1130 LINE COUNT: 00090

SPECIAL FEATURES: illustration; photograph
COMPANY NAMES: Fleet Mortgage Group Inc.--Management
INDUSTRY CODES/NAMES: BANK Banking, Finance and Accounting
DESCRIPTORS: Mortgage banks--Management; Banking industry--Management
NAMED PERSONS: Baker, Gerry--Interviews
PRODUCT/INDUSTRY NAMES: 6162000 Mortgage Bankers; 6020000 Commercial Banks
SIC CODES: 6162 Mortgage bankers and correspondents; 6020 Commercial Banks
TICKER SYMBOLS: FLG
FILE SEGMENT: TI File 148

ABSTRACT: Gerry Baker, ceo of Fleet Mortgage Group Inc., hopes to make his company very profitable rather than very large. A *marketing* *specialist*, Baker *plans* to *increase* profitability by selling additional products and banking services to the company's current *customers*. Computer technology will be used to identify the needs and preferences of the bank's *client* base.

11/K/52 (Item 5 from file: 148)
DIALOG(R)File 148:(c)2004 The Gale Group. All rts. reserv.

06801846 SUPPLIER NUMBER: 15087484 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Health alliances: the coalition perspective.
Winter, 1993
WORD COUNT: 2764 LINE COUNT: 00220

INDUSTRY CODES/NAMES: INSR Insurance and Human Resources
DESCRIPTORS: Health care reform--Management; Regional medical programs--Evaluation; Employers' associations--Health aspects
FILE SEGMENT: MC File 75

... that these alliances would represent 80 percent or more of the population everywhere in the nation. Risk spreading can be done over much smaller populations, with *special* *adjustments* made for health *plans* that end up with a disproportionate share of high-risk enrollees. It is not necessary to create a virtual monopoly of purchasing pools to deal with...

...for health plans without becoming so big that they suppress the natural competitive forces that are given freer play in a decentralized marketplace of multiple *purchasers* as well as plans.

APPROPRIATE SIZE OF ALLIANCES
In sharp contrast to the Clinton plan to put all but the employees of the largest companies...

...original managed competition design called for the cooperatives to be the exclusive vehicle for those in smaller groups to purchase coverage, and the president's *plan* also *calls* for *exclusive*--albeit much larger--alliances. On reflection, it now seems wiser to allow the small groups and individuals who must be in the cooperatives some choice...

11/K/53 (Item 6 from file: 148)
DIALOG(R)File 148:(c)2004 The Gale Group. All rts. reserv.

06743317 SUPPLIER NUMBER: 14279077 (USE FORMAT 7 OR 9 FOR FULL TEXT)
NOBILITY HOMES, INC. ANNOUNCES OUTSTANDING FOURTH QUARTER AND YEAR END SALES AND PROPOSED ACQUISITION
Nov 9, 1993
WORD COUNT: 329 LINE COUNT: 00027

COMPANY NAMES: Nobility Homes Inc.--Finance
INDUSTRY CODES/NAMES: BUS Business, General
DESCRIPTORS: Mobile home industry--Finance
SIC CODES: 2451 Mobile homes

TICKER SYMBOLS: NOBH
FILE SEGMENT: NW File 649

... growing number of exclusive Nobility dealers in the state and continued low interest rates, Nobility is reaching more of the family market buyers. Management's *plans* *call* for *additional* emphasis on *exclusive* dealer locations in other areas of Florida. Business continues to look strong for the first quarter of fiscal 1994 based on the current economy, improving *consumer* confidence and further expansion of our exclusive dealer network."

-0- 11/9/93

/CONTACT: John Cramer, treasurer of Nobility Homes, 904-732-5157/
(NOBH)
CO...

11/K/54 (Item 7 from file: 148)
DIALOG(R)File 148:(c)2004 The Gale Group. All rts. reserv.

06232067 SUPPLIER NUMBER: 14410781 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The top 50 broadline distributors. (1992 sales and financial reports)
Dec, 1992
WORD COUNT: 9637 LINE COUNT: 00847

SPECIAL FEATURES: illustration; table
COMPANY NAMES: SYSCO Corp.--Rating
INDUSTRY CODES/NAMES: TRAN Transportation, Distribution and Purchasing
DESCRIPTORS: Food distributors--Rating; Business rankings--Reports
SIC CODES: 5140 Groceries and Related Products; 5142 Packaged frozen foods; 5149 Groceries and related products, not elsewhere classified
FILE SEGMENT: TI File 148

... percent, from 30 percent a year ago.
Next year, IJ will continue focusing efforts on the casual dining/multiunit segment, as well as healthcare. IJ *added* a healthcare *specialist* this year.

The distributor also *plans* to renew its focus on street sales in 1993, following implementation of a value-added computer package for *customers*, "IJ Connect." To be debuted early in the year, the PC-based system, an outgrowth of IJ's laptops for sales reps, will offer *customers* electronic order entry, inventory and food-cost management, menu-builder modules, and expanded product descriptions.

Institution Food House

Hickory, N.C.

RANK 19

ESTIMATED 1992...goal now is to increase average order size. The distributor added ice cream and fresh milk this year. It also added seven DSRs and a *marketing* *specialist*.

Plans for 1993 include the opening of a sales office in Jackson, Miss., and construction of a training center.

Reinhart Institutional Foods, Inc

La Crosse, Wis...

11/K/55 (Item 8 from file: 148)
DIALOG(R)File 148:(c)2004 The Gale Group. All rts. reserv.

06135860 SUPPLIER NUMBER: 12670400 (USE FORMAT 7 OR 9 FOR FULL TEXT)
AT&T ANNOUNCES MONEY SAVINGS **SPECIAL* COUNTRY' *CALLING* *PLAN* FOR INTERNATIONAL *CALLS*
Oct 20, 1992
WORD COUNT: 394 LINE COUNT: 00032

COMPANY NAMES: American Telephone and Telegraph Co.--Services
INDUSTRY CODES/NAMES: BUS Business, General
DESCRIPTORS: Long-distance telephone services--Planning
SIC CODES: 4813 Telephone communications, exc. radio; 3571 Electronic

'computers
FILE SEGMENT: NW File 649

AT&T ANNOUNCES MONEY SAVINGS 'SPECIAL* COUNTRY' *CALLING* *PLAN* FOR INTERNATIONAL *CALLS***

CALLING PLAN FOR INTERNATIONAL CALLS

MIAMI, Oct. 19 /PRNewswire/ -- Florida consumers will benefit from a new international *calling* *plan* AT&T announced today. The AT&T *Special* Country(sm) *Plan* provides consumers with a significant new discount on direct-dialed international calls.

Free of sign-up fees and monthly charges, the AT&T Special Country... ...is applied whenever the consumer makes a direct-dialed call to that country -- 24 hours a day, seven days a week.

With the AT&T *Special* Country *Plan*, *consumers* also can *change* to a different country at no charge as often as once in any 30-day period, and get the 15 percent discount on calls to every number there. *Consumers* can choose from the more than 200 countries and areas where AT&T provides direct-dialed international long-distance service.

"Consumers tell us they want..."

...Hufnagel said.

Consumers who subscribe to AT&T Reach Out(R) America family of domestic calling plans also can realize savings with the AT&T *Special* Country *Plan*. In *addition* to savings on state-to-state long-distance calls, they get 15 percent off direct-dialed international calls made to the special country they select...

11/K/56 (Item 9 from file: 148)
DIALOG(R) File 148:(c)2004 The Gale Group. All rts. reserv.

06133877 SUPPLIER NUMBER: 12665528 (USE FORMAT 7 OR 9 FOR FULL TEXT)
AT&T ANNOUNCES 'SPECIAL* COUNTRY' *CALLING* *PLAN***
Oct 19, 1992
WORD COUNT: 376 LINE COUNT: 00031

COMPANY NAMES: American Telephone and Telegraph Co.--Marketing
INDUSTRY CODES/NAMES: BUS Business, General
DESCRIPTORS: Long-distance telephone services--Marketing
SIC CODES: 4813 Telephone communications, exc. radio; 3571 Electronic computers
FILE SEGMENT: NW File 649

AT&T ANNOUNCES 'SPECIAL* COUNTRY' *CALLING* *PLAN***

TEXT:

international *calling* *plan*, the AT&T *Special* Country (sm) *Plan*, which provides consumers with a significant new discount on direct-dialed international calls.

... is applied whenever the consumer makes a direct- dialed call to that country -- 24 hours a day, seven days a week.

With the AT&T *Special* Country *Plan*, *consumers* can also *change* to a different country at no charge as often as once in any 30-day period, and get the 15-percent discount on calls to every number there. *Consumers* can choose from the more than 200 countries and areas where AT&T provides direct-dialed international long-distance service.

"Consumers tell us they want..."

...said.

Consumers who subscribe to AT&T's Reach Out(R) America family of domestic calling plans can also realize savings with the AT&T *Special* Country *Plan*. In *addition* to savings on state-to-state long-distance calls, they get 15 percent off direct-dialed international calls made to the special country they select...

11/K/57 (Item 10 from file: 148)

DIALOG(R) File 148:(c)2004 The Gale Group. All rts. reserv.

'05425875 SUPPLIER NUMBER: 11078878 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Sweden. (economic indicators)
July, 1991
WORD COUNT: 674 LINE COUNT: 00053

SPECIAL FEATURES: illustration; table

INDUSTRY CODES/NAMES: INTL Business, International

DESCRIPTORS: Economic policy--Sweden; Economic indicators--Sweden; Sweden
--Economic aspects

GEOGRAPHIC CODES: EVSW

GEOGRAPHIC NAMES: Sweden

FILE SEGMENT: TI File 148

... objective of its economic policy is to lower inflation and that will not be stimulated to bring down unemployment. However, the number of places in *special* labour *market* schemes are *planned* to be *increased* by 60 thousand (1.3 per cent of the labor force) to limit the increase in open unemployment. The 1991/92 Fiscal Budget, presented to...

...to the ecu after having been kept stable relative to a basket of currencies since 1982. This, along with a firm anti-inflation policy, should *lead* to a further narrowing of the interest-rate differential vis-a-vis Germany.

Output is likely to fall in the current year, but modest export...

6/K/1 (Item 1 from file: 15)

DIALOG(R)File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

01373386 00-24373

USE FORMAT 9 FOR FULL TEXT

Trends and implications of visiting medical consultant outpatient clinics in rural hospital communities WORD COUNT: 6707 LENGTH: 18 Pages

Spring 1997

GEOGRAPHIC NAMES: US

DESCRIPTORS: Rural health care; Studies; Clinics; Statistical analysis;
Trends

CLASSIFICATION CODES: 9190 (CN=United States); 8320 (CN=Health care industry); 9130 (CN=Experimental/Theoretical)

...TEXT: arrangement represents an interorganizational (urban physician practice and rural hospital) agreement. An unique VCC arrangement is operationally defined as a specific agreement between an urban *medical* or surgical specialty practice organization and a specific rural hospital *calling* for regularly *scheduled* *specialty* clinics to be held in the rural setting. Each VCC arrangement could be staffed by one or more specialty physicians originating from the same urban...services for not just a single specialty, but rather for a comprehensive "package" including many different types of specialty services.

The Iowa data describing the *increased* availability of *specialists*, as measured by regularly *scheduled* VCC days, supports the contention that there is a significant amount of physician services being imported into rural areas that may serve to either supplement...

6/K/2 (Item 2 from file: 15)

DIALOG(R)File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

00719617 93-68838

USE FORMAT 9 FOR FULL TEXT

1993 market research survey WORD COUNT: 8716 LENGTH: 18 Pages

May 1993

COMPANY NAMES:

Answer Group (DUNS:10-857-3395)

Audit Bureau of Circulations

Frost & Sullivan Inc

GEOGRAPHIC NAMES: US

DESCRIPTORS: Market research firms; Manycompanies; Health care industry;
Polls & surveys

CLASSIFICATION CODES: 9190 (CN=United States); 8301 (CN=Advertising agencies)

...TEXT: William S. McGregor. Financial: No supplied. Market involvement: Marketing services to medical/surgical companies and home health-care companies; market research and analysis in a *variety* of *medical* *specialty* areas; strategic *market* *planning* for growth companies in developing business and *market* *plans* to enter and compete in the *medical* marketplace. Types of research: Market research and analysis; strategic market planning; focus groups to physicians, nurses, dealers, etc.; new product concept testing and analysis; sales...

... pharmaceutical distributors; consultant pharmacists; infusion supply manufacturers; infusion suppliers; medical supply manufacturers; medical/surgical distributors. Types of research: Market surveys; focus groups; perception surveys; value-*added* research; market *planning*; *specialized* pharmaceutical databases. Custom services: Multi-client product studies.

M

MARKET DIMENSIONS, INC. 203 E. Baltimore Pike Media, PA 19063 (215)

6/K/3 (Item 3 from file: 15)

DIALOG(R) File 15:(c) 2004 ProQuest Info&Learning. All rts. reserv.

00476438 90-02195

Winning Strategies for Rehabilitation Care LENGTH: 2 Pages
Nov 1989

DESCRIPTORS: Rehabilitation; Health care delivery; Business growth; Factors ; Trends; Statistical data; Competition; Strategic planning; Hospitals

CLASSIFICATION CODES: 8320 (CN=Health care industry); 9140 (CN=Statistical data)

...ABSTRACT: understand that rehabilitation differs from acute care in several important ways, 2. consider the growth segment of rehabilitation, 3. incorporate multiple levels of care and *specialization*, 4. include a *market* *plan* that *addresses* current *medical* staff, hospitals in the geographic area, nursing homes, social workers, and case managers, 5. gain medical staff leadership and support, and 6. have committed leadership...

6/K/4 (Item 1 from file: 16)

DIALOG(R) File 16:(c) 2004 The Gale Group. All rts. reserv.

07666765 Supplier Number: 63833994 (USE FORMAT 7 FOR FULLTEXT)

Planar Systems, Inc. Inks Agreement for Off-Shore Manufacturing, Access to New Capabilities; Agreement with Truly Semiconductors Ltd. Expands Market Opportunities.

August 3, 2000

Word Count: 750

PUBLISHER NAME: Business Wire

COMPANY NAMES: *Planar Systems Inc.

PRODUCT NAMES: *3679580 (Display Devices)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SIC CODES: 3679 (Electronic components, not elsewhere classified)

NAICS CODES: 334419 (Other Electronic Component Manufacturing)

TICKER SYMBOLS: PLNR

SPECIAL FEATURES: COMPANY

.... economically feasible in the past. In the future, other Planar display modules could be assembled at the Truly facility, according to Krishnamurthy.

The agreement also *increases* *market* opportunities, as *Planar* will become an *exclusive* distributor of Truly's LCD products in *medical*, industrial and transportation markets in North America. Truly has capabilities in TN and STN liquid crystal displays that will allow Planar to expand the range...

6/K/5 (Item 2 from file: 16)

DIALOG(R) File 16:(c) 2004 The Gale Group. All rts. reserv.

02097982 Supplier Number: 42716672 (USE FORMAT 7 FOR FULLTEXT)

PARKLAND MEM. HOSPITAL, TX, EXPANSION

Feb, 1992

Word Count: 54

PUBLISHER NAME: Westgate Publishing Company, Inc

COMPANY NAMES: *Parkland Memorial Hospital (TX)

EVENT NAMES: *440 (Facilities & equipment)

GEOGRAPHIC NAMES: *1U7TX (Texas)

PRODUCT NAMES: *8060000 (Hospitals)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

NAICS CODES: 622 (Hospitals)

SPECIAL FEATURES: INDUSTRY; COMPANY

(USE FORMAT 7 FOR FULLTEXT)
TEXT:

...8000), is seeking approval of \$5.75 million in bond funding from Dallas County commissioners to finance an expansion of its epilepsy center and other *medical* *specialty* services. *Plans* also *call* for *adding* two new floors to the hospital's parking garage.

6/K/6 (Item 1 from file: 621)
DIALOG(R)File 621:(c) 2004 The Gale Group. All rts. reserv.

02596515 Supplier Number: 63833994 (USE FORMAT 7 FOR FULLTEXT)
Planar Systems, Inc. Inks Agreement for Off-Shore Manufacturing, Access to New Capabilities; Agreement with Truly Semiconductors Ltd. Expands Market Opportunities.

August 3, 2000

Word Count: 750

PUBLISHER NAME: Business Wire

COMPANY NAMES: *Planar Systems Inc.

PRODUCT NAMES: *3679580 (Display Devices)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

SIC CODES: 3679 (Electronic components, not elsewhere classified)

NAICS CODES: 334419 (Other Electronic Component Manufacturing)

TICKER SYMBOLS: PLNR

... economically feasible in the past. In the future, other Planar display modules could be assembled at the Truly facility, according to Krishnamurthy.

The agreement also *increases* *market* opportunities, as *Planar* will become an *exclusive* distributor of Truly's LCD products in *medical*, industrial and transportation markets in North America. Truly has capabilities in TN and STN liquid crystal displays that will allow Planar to expand the range...

6/K/7 (Item 1 from file: 148)
DIALOG(R)File 148:(c)2004 The Gale Group. All rts. reserv.

12437747 SUPPLIER NUMBER: 63833994 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Planar Systems, Inc. Inks Agreement for Off-Shore Manufacturing, Access to New Capabilities; Agreement with Truly Semiconductors Ltd. Expands Market Opportunities.

August 3, 2000

WORD COUNT: 795 LINE COUNT: 00070

COMPANY NAMES: Planar Systems Inc.

INDUSTRY CODES/NAMES: BUS Business, General; BUSN Any type of business

DESCRIPTORS: Electronic components industry

PRODUCT/INDUSTRY NAMES: 3679580 (Display Devices)

SIC CODES: 3679 Electronic components, not elsewhere classified

NAICS CODES: 334419 Other Electronic Component Manufacturing

TICKER SYMBOLS: PLNR

FILE SEGMENT: NW File 649

... economically feasible in the past. In the future, other Planar display modules could be assembled at the Truly facility, according to Krishnamurthy.

The agreement also *increases* *market* opportunities, as *Planar* will become an *exclusive* distributor of Truly's LCD products in *medical*, industrial and transportation markets in North America. Truly has capabilities in TN and STN liquid crystal displays that will allow Planar to expand the range...

6/K/8 (Item 2 from file: 148)
DIALOG(R)File 148:(c)2004 The Gale Group. All rts. reserv.

09353987 SUPPLIER NUMBER: 19122719 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Trends and implications of visiting medical consultant outpatient clinics
in rural hospital communities.**

Spring, 1997

WORD COUNT: 7397 LINE COUNT: 00683

SPECIAL FEATURES: illustration; table

INDUSTRY CODES/NAMES: HLTH Healthcare - Medical and Health; BUSN Any type of business

DESCRIPTORS: Clinics--Environmental aspects; Rural health services-- Research; Physicians--Environmental aspects

PRODUCT/INDUSTRY NAMES: 8011000 (Physicians & Surgeons)

SIC CODES: 8011 Offices & clinics of medical doctors

FILE SEGMENT: TI File 148

... arrangement represents an interorganizational (urban physician practice and rural hospital) agreement. An unique VCC arrangement is operationally defined as a specific agreement between an urban *medical* or surgical specialty practice organization and a specific rural hospital *calling* for regularly *scheduled* *specialty* clinics to be held in the rural setting. Each VCC arrangement could be staffed by one or more specialty physicians originating from the same urban...services for not just a single specialty, but rather for a comprehensive "package" including many different types of specialty services.

The Iowa data describing the *increased* availability of *specialists*, as measured by regularly *scheduled* VCC days, supports the contention that there is a significant amount of physician services being imported into rural areas that may serve to either supplement...

6/K/9 (Item 3 from file: 148)

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03500565 SUPPLIER NUMBER: 06321829 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Index of employers. (hospital profiles) (Nursing Opportunities supplement)

Jan, 1988

WORD COUNT: 210302 LINE COUNT: 18943

SPECIAL FEATURES: illustration; photograph

INDUSTRY CODES/NAMES: HLTH Healthcare

DESCRIPTORS: Nurses--Recruiting; Hospitals--Directories

SIC CODES: 8049 Offices of health practitioners, not elsewhere classified; 8062 General medical & surgical hospitals

FILE SEGMENT: TI File 148

... 149

Medical College of Georgia 150

University Hospital 151

*Brunswick

Glynn-Brunswick Memorial Hospital 191

N Cartersville

Humana Hospital-Cartersville 149

N Gainesville

Northeast Georgia *Medical* Center..... 191

*Newman

Humana Hospital-Newman 149

N Riverdale

Clayton General Hospital 192

N Savannah

Candler General Hospital.... 192

Memorial *Medical* Center, Inc. 193

*Snellville

Humana Hospital-Gwinnett 149

N Valdosta

South Georgia Medical Center 152

ILLINOIS

N Aurora

Mercy Center Health Care Services 234

N...teaching facility offering a full range of inpatient and ambulatory services to a population base of over 150,000. There are more than 24 nursing *specialties* including Medicine, Surgery, Pediatrics, Obstetrics, Gynecology, Urology, Orthopedics, Operating/ Recovery Rooms, Psychiatry, Alcohol Detoxification, Rehabilitation, Dialysis, Oncology, Neurology, Telemetry, and IV Therapy; there are Intensive...pre-admission testing. Also: Ambulatory Surgery Center including Trauma facilities.

BENEFITS FOR NURSES

Financial: Beginning salaries are competitive. Credit is also given for previous experience. *Additional* bonuses for evening, night and weekend shifts, plus charge pay bonus. 37 1/2 hour work week, merit based pay. Clinical career ladder for excellence...

...Time saving accessibility to 1-95 * Relaxed style of living * 20 minutes from Philadelphia International Airport * Numerous colleges & universities within 45 mile radius

GENERAL

The *Medical* Center of Delaware is an 1100 bed multi-hospital, teaching complex serving as a regional referral center for Delaware and portions of Maryland, Pennsylvania, and...coordinating patient programs, working with families, and educating and providing emotional support through treatment.

BENEFITS FOR NURSES

Financial: Salaries are among the highest in Boston; flexible *schedules* as well as week-end incentive programs; 33 Earned Time Days and 6 Extended Leave Days accrueable per year.

Fringe: Blue Cross/Blue Shield or...substantial shift differential; 12 paid holidays; 4 weeks paid vacation, 12 sick days per year accumulative to 60 days; tuition reimbursements.

Fringe: Comprehensive Major Medical *Plan*; disability and life insurance; dental *plan*; health service; non-contributory pension plan. We provide the following services: tax sheltered annuity program. modern cafeteria, new, secure multi-level parking garage on premises...11 paid holidays. Sick time is accrued up to a maxi. of 60 days.

Fringe: Comprehensive health, life and dental insurance for employees & dependents, pension *plan*, tax-sheltered annuity *plan*, credit union, Wellness program, Employee Assistance Program, liberal tuition reimbursement & free parking.

Education: All newly employed nurses have a planned orientation of eight to 10...overtime above 40 hours *4 weeks vacation, 12 holidays, 2 Continuing Education days, 12 sick days/year cumulative to 120 days *Available tax sheltered annuity *plans* * Credit Union and Payroll Deducted Savings Plan.

Fringe: Paid Blue Cross * Major Medical Insurance *Dental Plan *Group Life Insurance * Non-contributory retirement plan *Free prescriptions... world. St. Luke's/Roosevelt Hospital Center is affiliated with Columbia University School of Nursing, School of Dental and Oral Surgery, School of Physicians and *Surgeons*. Interviews are scheduled at a mutually convenient date and time. *Scheduled* tours of patient care units are available upon request.

FACILITIES

St. Luke's/Roosevelt Hospital Center is the successful merger of two medical facilities on...Successful Environment- The Lehigh Valley Hospital Center is an extremely successful hospital with an average occupancy rate in the 85 - 90% range, while admissions have *increased* 8 - 9% per year. In a Federal Government survey of the intensity of care provided to Medicare patients in hospitals across the country, the Hospital...an additional \$600 bonus for every 6 months for RN's working nights. Health coverage consists of BC/BS with Major Medical or HMO. Dental *plan* covers routine, preventative, and major restorative care, Other benefits include preceptor bonuses, Nursing on Weekends (N.O.W. Program), noncontributory life insurance, pension plan, tax...amount of twice the annual salary, in addition to malpractice coverage. Other benefits include short- and long-term disability, noncontributory retirement plan, tax-sheltered annuity *plans*, subsidized parking, and tuition reimbursement for full-

and part-time staff. Free tuition is available in Hahnemann's nursing program.

Education: Education at Hahnemann University...remain n direct patient care. We also have a Collaborative Practice system.

Fringe: Insurance benefits offered by Hartford Hospital include a choice of four *medical* *plans*, Denta, Long Term Disability, and Life Insurance. We have an excellent Retirement Plan, a Credit Union, Pharmacy discount, a Pre School Center. Full time employees...Jersey location, close to Philadelphia and the Jersey Shore Housing directory available on request.

Equal Opportunity Employer, AA, M/F/HN/
DOVER GENERAL HOSPITAL AND

MEDICAL CENTER

Jardine Street

Dover, NJ 07801

Tel: (201) 989-3621

Contact: Nancy Mueller-Davis
Employment Coordinator

UNIQUE FEATURES

* Scenic northwestern N.J. location, which is easily accessible from Rts. 46, 80, 10, and 287

*Licensed by the State of N.J. , fully...cumulative to 120 days. Free life insurance Fully paid individual Blue Cross and dental coverage, as well as individual and family Blue Shield coverage. Major *medical*, prepaid health *plan* and family Blue Cross and dental insurance available at group rates Free parking. Cafeteria discounts. Other benefits include emergency health service while on duty, tax...receive 3 weeks' vacation, 3 personal days 9 holidays, and sick days through the year.

Fringe: OMCP provides comprehensive health coverage including dental and prescription *plans* Other *unique* benefits include life insurance equal to yearly salary a pension plan and an annual physical.

Education: We are affiliated with the Philadelphia College of Osteopathic...F/V/H

PROVIDENCE HOSPITAL

1150 Varnum Street

Washington, D.C. 20017

Telephone: 202 269-7925

Contact: Angela Sweetin, R.N.

Nurse Recruiter - Member NAHCR

UNIQUE FEATURES

We provide our staff with the means to handle the demands of a rapidly advancing profession. Our hospital wide information system the IBM Patient...starting salaries for new grads, and RNs. Salaries reflect compensation for years of professional nursing experience. Evening, night and weekend shift differentials are available. Innovative *scheduling* includes Weekend *Alternative* and Monday-through-Friday plans.

Fringe: For the regular full-time employee, vacations and sick leave are combined under a paid-days-off plan for...available, at moderate cost, in nearby hospital-managed apartments.

NORTH BROWARD HOSPITAL DISTRICT

1625 Southeast Third Ave.

Fort Lauderdale FL 33316

Telephone: (305) 355-5040

Contact:

Deborah Rubens

Department of Recruitment
and Retention

UNIQUE FEATURES

Career and lifestyle-the North Broward Hospital District has it all. Serving the juiciest part of South Florida, that includes fabulous Ft. Lauderdale, Coral...

?

connected in file OS 18m 04 19:01:53
ATEXT1 is set ON as an alias for 15,16,160,275,621,148.
ATEXT2 is set ON as an alias for 9,20,623,624,636,813.
NETEXT is set ON as an alias for 65,77,99,233,583,35,473,474,475.
ADTEXT is set ON as an alias for 635,570,PAPERSMJ,PAPERSEU.
ESHOPTEXT is set ON as an alias for 47.
MATCHTEXT is set ON as an alias for 625,268,626,267.
HIGHLIGHT set on as '*'
KWIC is set to 50.

2nd Dialog by ¹⁰⁰
bill

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File 160:Gale Group PROMT(R) 1972-1989
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File 275:Gale Group Computer DB(TM) 1983-2004/Mar 18
(c) 2004 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2004/Mar 18
(c) 2004 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2004/Mar 18
(c) 2004 The Gale Group

Set	Items	Description
S1	657558	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	228926	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	7170	S1 (7N) S2
S4	239	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) - PRACTITIONER?) OR PHYSICIAN?)
S5	12620	(ADJUST? OR MODIFY? OR INCREASE? OR DECREASE? OR ADD? OR UPD- AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	9	S4 AND S5
S7	2140	S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? - OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8	479	S3 AND S5
S9	337	RD (unique items)
S10	63	S9 AND S7
S11	63	RD (unique items)

?t s11/free,k/1-63

11/K/1 (Item 1 from file: 15)

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02299631 99844510

USE FORMAT 9 FOR FULL TEXT

Buying lists WORD COUNT: 2804 LENGTH: 6 Pages
Jan 2002

GEOGRAPHIC NAMES: United States; US

DESCRIPTORS: Direct marketing; Purchasing; Guidelines; List brokers
CLASSIFICATION CODES: 7000 (CN=Marketing); 5120 (CN=Purchasing); 9150

(CN=Guidelines); 8300 (CN=Service industries not elsewhere classified);
9190 (CN=United States)

PRINT MEDIA ID: 18478

...TEXT: you may not find one broker who can fulfill all of your requirements. You must develop the knowledge and expertise necessary to research, analyze and *prioritize* the best *lists* to *market* your products or services.

So, when buying lists, what do you need to know? Just about everything. Here are some strategies for researching lists, buying...startups."

Loring Direct Response
contact: Bart Loring (loringdr@aol.com)

5 Tioga Court

New City, NY 10956

(845) 708-0100

?SNOW=files;QS
File 635:Business Dateline(R) 1985-2004/Mar 17
 (c) 2004 ProQuest Information Learning
File 570:Gale Group MARS(R) 1984-2004/Mar 17
 (c) 2004 The Gale Group
File 387:The Denver Post 1994-2004/Mar 16
 (c) 2004 Denver Post
File 471:New York Times Fulltext 90-Day 2004/Mar 16
 (c) 2004 The New York Times
File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06
 (c) 2002 Phoenix Newspapers
File 494:St LouisPost-Dispatch 1988-2004/Mar 17
 (c) 2004 St Louis Post-Dispatch
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 (c) 2004 Detroit Free Press Inc.
File 631:Boston Globe 1980-2004/Mar 16
 (c) 2004 Boston Globe
File 633:Phil.Inquirer 1983-2004/Mar 12
 (c) 2004 Philadelphia Newspapers Inc
File 638:Newsday/New York Newsday 1987-2004/Mar 16
 (c) 2004 Newsday Inc.
File 640:San Francisco Chronicle 1988-2004/Mar 17
 (c) 2004 Chronicle Publ. Co.
File 641:Rocky Mountain News Jun 1989-2004/Mar 16
 (c) 2004 Scripps Howard News
File 702:Miami Herald 1983-2004/Mar 16
 (c) 2004 The Miami Herald Publishing Co.
File 703:USA Today 1989-2004/Mar 17
 (c) 2004 USA Today
File 704:(Portland)The Oregonian 1989-2004/Mar 16
 (c) 2004 The Oregonian
File 713:Atlanta J/Const. 1989-2004/Mar 14
 (c) 2004 Atlanta Newspapers
File 714:(Baltimore) The Sun 1990-2004/Mar 17
 (c) 2004 Baltimore Sun
File 715:Christian Sci.Mon. 1989-2004/Mar 18
 (c) 2004 Christian Science Monitor
File 725:(Cleveland)Plain Dealer Aug 1991-2004/Mar 16
 (c) 2004 The Plain Dealer
File 735:St. Petersburg Times 1989- 2004/Mar 15
 (c) 2004 St. Petersburg Times
File 476:Financial Times Fulltext 1982-2004/Mar 17
 (c) 2004 Financial Times Ltd
File 477:Irish Times 1999-2004/Mar 08
 (c) 2004 Irish Times
File 710:Times/Sun.Times(London) Jun 1988-2004/Mar 16
 (c) 2004 Times Newspapers
File 711:Independent(London) Sep 1988-2004/Mar 17
 (c) 2004 Newspaper Publ. PLC
File 756:Daily/Sunday Telegraph 2000-2004/Mar 15
 (c) 2004 Telegraph Group
File 757:Mirror Publications/Independent Newspapers 2000-2004/Feb 26.
 (c) 2004

Set	Items	Description
S1	16597264	LIST? OR CATALOG? OR FILE? OR SCHEDUL? OR TIMETABLE? OR PR- IORIT? OR CALENDAR? OR PLAN? OR PROGRAM? OR AGENDA? OR FREQUE- NC? OR OCCUR? OR TIME? OR RATE? OR INCIDENC?
S2	994713	S1 (2N) (CONTACT? OR ADVERTIS? OR MARKETING? OR CALL? OR P- HONE? OR PHONING? OR COMMUNICAT? OR WRIT? OR VISIT? OR APPOIN- T? OR LEADS OR LEAD OR PROSPECT?)
S3	1409787	S1 (3N) (ADJUST? OR MODIFF? OR ADD? OR INCREAS? OR DECREAS? OR UPDAT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR REVIS?)
S4	80619	S2 AND(PHYSICIAN? OR DOCTOR? OR (GENERAL (N) PRACTITIONER?) OR (MEDIC? (2N)DOCTOR?) OR SURGEON? OR PHARMACEUTICAL? OR (- (DRUG? OR MEDECINE) (N) SAMPLE?))
S5	31056	S2 (10N) S3
S6	2297	S4 AND S5

S10
S11

2050 S4 (S) S8
2056 S4 (10N) S8
16 S10 AND ((A~~SS~~? OR MEASUR? OR QUANTIF? OR Q~~SS~~? OR CALC-
UL? OR DETERMIN? OR APPRAIS?) (3N) (RESPONSE? OR REACTION? OR
REACTING OR REACT OR REPLIES OR REPLY OR ANSWER?))

view all - no good -

:snow files; ds
File 9:Business & Industry(R) Jul/1994-2004/Mar 17
 (c) 2004 Resp. DB [REDACTED]cs.
File 20:Dialog Global Reporter 1997-2004/Mar 18
 (c) 2004 The Dialog Corp.
File 623:Business Week 1985-2004/Mar 18
 (c) 2004 The McGraw-Hill Companies Inc
File 624:McGraw-Hill Publications 1985-2004/Mar 18
 (c) 2004 McGraw-Hill Co. Inc
File 636:Gale Group Newsletter DB(TM) 1987-2004/Mar 18
 (c) 2004 The Gale Group
File 813:PR Newswire 1987-1999/Apr 30
 (c) 1999 PR Newswire Association Inc

Set	Items	Description
S1	474679	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	172342	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXC- LUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	4034	S1 (7N) S2
S4	52	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) - PRACTITIONER?) OR PHYSICIAN?)
S5	7380	(ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD- AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	3	S4 AND S5
S7	940	S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? - OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8	168	S3 AND S5
S9	162	RD (unique items)
S10	39	S9 AND S7
S11	39	RD (unique items)
?		

File 625:American Banker Publications 1981-2004/Mar 18
(c) 2004 American Banker
File 268:Banking Info Source 1981-2004/Mar W1
(c) 2004 ProQuest Info&Learning
File 626:Bond Buyer Full Text 1981-2004/Mar 18
(c) 2004 Bond Buyer
File 267:Finance & Banking Newsletters 2004/Mar 17
(c) 2004 The Dialog Corp.

Set	Items	Description
S1	21295	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	5584	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	258	S1 (7N) S2
S4	0	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) - PRACTITIONER?) OR PHYSICIAN?)
S5	277	(ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPDAT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	0	S4 AND S5
S7	74	S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? - OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8	10	S3 AND S5
S9	10	RD (unique items)
S10	2	S9 AND S7
S11	2	RD (unique items)

?t s11/free,k/1-2

:snow files; q
File 625:American Banker Publications 1981-2004/Mar 18
 (c) 2004 American Banker
File 268:Banking Info Source 1981-2004/Mar W1
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File 626:Bond Buyer Full Text 1981-2004/Mar 18
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Set Items Description
S1 21295 (CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) -
 (List? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2 5584 (PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXC-
 LUSIVE) (5N) (List? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR
 PLAN?)
S3 258 S1 (7N) S2
S4 0 S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) -
 PRACTITIONER?) OR PHYSICIAN?)
S5 277 (ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD-
 AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI?
 OR REVIS?) (3N) S2
S6 0 S4 AND S5
S7 74 S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? -
 OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8 10 S3 AND S5
S9 10 RD (unique items)
S10 2 S9 AND S7
S11 2 RD (unique items)
S12 21295 (CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) -
 (List? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S13 5584 (PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXC-
 LUSIVE) (5N) (List? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR
 PLAN?)
S14 258 S12 (7N) S13
S15 0 S14 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N)
 PRACTITIONER?) OR PHYSICIAN?)
S16 277 (ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD-
 AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI?
 OR REVIS?) (3N) S13
S17 0 S15 AND S16
S18 74 S16 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER?
 OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S19 10 S14 AND S16
S20 10 RD (unique items)
S21 2 S20 AND S18
S22 2 RD (unique items)
?

File 635:Business Dateline(R) 1985-2004/Mar 18
(c) 2004 ProQuest Info&Learning
File 570:Gale Group MARS(R) 1984-2004/Mar 18
(c) 2004 The Gale Group
File 387:The Denver Post 1994-2004/Mar 17
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File 471:New York Times Fulltext 90-Day 2004/Mar 17
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(c) 2004 Baltimore Sun
File 715:Christian Sci.Mon. 1989-2004/Mar 19
(c) 2004 Christian Science Monitor
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(c) 2004 Irish Times
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File 711:Independent(London) Sep 1988-2004/Mar 18
(c) 2004 Newspaper Publ. PLC
File 756:Daily/Sunday Telegraph 2000-2004/Mar 15
(c) 2004 Telegraph Group
File 757:Mirror Publications/Independent Newspapers 2000-2004/Feb 26
(c) 2004

Set	Items	Description
S1	377665	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	147376	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	4042	S1 (7N) S2
S4	53	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) -- PRACTITIONER?) OR PHYSICIAN?)
S5	5813	(ADJUST? OR MODIFY? OR INCREASES? OR DECREASES? OR ADD? OR UPDATE? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	1	S4 AND S5

Set	Items	Description
S1	29459	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	16145	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXC- LUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	345	S1 (7N) S2
S4	3	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) - PRACTITIONER?) OR PHYSICIAN?)
S5	849	(ADJUST? OR MODIFY? OR INCREAS? OR DECREAS? OR ADD? OR UPD- AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	0	S4 AND S5
S7	61	S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? - OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8	16	S3 AND S5
S9	16	RD (unique items)
S10	0	S9 AND S7
S11	0	RD (unique items)
?		

File 65:Inside Conferences 1993-2004/Mar W2
(c) 2004 BLDSC all rts. reserv.
File 99:Wilson Appl. Sci Tech Abs 1983-2004/Feb
(c) 2004 The HW Wilson Co.
File 233:Internet & Personal Comp. Abs. 1981-2003/Sep
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File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
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File 35:Dissertation Abs Online 1861-2004/Feb
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File 473:FINANCIAL TIMES ABSTRACTS 1998-2001/APR 02
(c) 2001 THE NEW YORK TIMES
File 474:New York Times Abs 1969-2004/Mar 17
(c) 2004 The New York Times
File 475:Wall Street Journal Abs 1973-2004/Mar 17
(c) 2004 The New York Times

Set	Items	Description
S1	48385	(CONTACT? OR VISIT? OR CALL? OR MARKET? OR ADVERTS?) (2N) - (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S2	14650	(PRIORITY? OR SPECIAL? OR UNIQUE OR VIP OR "V.I.P." OR EXCLUSIVE) (5N) (LIST? OR SCHEDUL? OR TIMETABLE? OR CALENDAR? OR PLAN?)
S3	224	S1 (7N) S2
S4	4	S3 (10N) (SURGEON? OR DOCTOR? OR MEDICAL? OR (GENERAL (N) - PRACTITIONER?) OR PHYSICIAN?)
S5	684	(ADJUST? OR MODIFY? OR INCREASE? OR DECREASE? OR ADD? OR UPD- AT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR VARI? OR REVIS?) (3N) S2
S6	0	S4 AND S5
S7	50	S5 (S) (LEADS OR LEAD OR CUSTOMER? OR CONSUMER? OR BUYER? - OR PATRON? OR CLIENT? OR SHOPPER? OR PURCHASER?)
S8	9	S3 AND S5
S9	9	RD (unique items)
S10	0	S9 AND S7
S11	0	RD (unique items)
?		

?ds

Set Items Description
S1 686443 (TELEMARKET? OR CALL? OR CONTACT? OR TELEPHON? OR PHON?) (5-N) (FREQUEN? OR OFTEN OR INCREAS? OR INTERVAL? OR PERIOD? OR W-EEKLY OR MONTHLY)
S2 9088 (TELEMARKET? OR SALES (W) (REP OR REPRESENTATIVE OR AGENT OR MAN OR WOMAN OR PERSON) OR SALESMAN OR SALESPERSON OR SALESWOMAN) (11N) (FREQUEN? OR INTERVAL? OR PERIOD? OR WEEK? OR MONT-H?) (11N) (CONTACT? OR CALL? OR TELEPHON? OR PHON?)
S3 5614 S2 NOT PY>1999
S4 495 S3 AND (INCREAS? OR ADJUST? OR BUMP? OR UP OR MODIF? OR CH-ANG? OR ALTER?) (3N) (FREQUEN? OR INTERVAL? OR PERIOD? OR WEEK? OR MONTH?) (7N) (CONTACT? OR CALL? OR TELEPHON? OR PHON?)
S5 87 S4 AND (IMPACT? OR EFFECT? OR AFFECT? OR MEASUR? OR DETERM-IN? OR IMPROV? OR RESULT?) (3N) (SALES OR PROFIT? OR SOLD OR OR-DERS)
S6 68 RD (unique items)

?show files

File 15:ABI/Inform(R) 1971-2004/Mar 19
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(c) 2004 Resp. DB Svcs.
File 623:Business Week 1985-2004/Mar 18
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(c) 2001 THE NEW YORK TIMES
File 474:New York Times Abs 1969-2004/Mar 18
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File 475:Wall Street Journal Abs 1973-2004/Mar 18
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File 387:The Denver Post 1994-2004/Mar 18
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(c) 2004 St Louis Post-Dispatch

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File 631:Boston Globe 1980-2004/Mar 19
(c) 2004 Boston Globe

File 633:Phil.Inquirer 1983-2004/Mar 15
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File 640:San Francisco Chronicle 1988-2004/Mar 19
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File 714:(Baltimore) The Sun 1990-2004/Mar 18
(c) 2004 Baltimore Sun

File 715:Christian Sci.Mon. 1989-2004/Mar 19
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File 725:(Cleveland)Plain Dealer Aug 1991-2004/Mar 18
(c) 2004 The Plain Dealer

File 735:St. Petersburg Times 1989- 2004/Mar 18
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File 477:Irish Times 1999-2004/Mar 08
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File 710:Times/Sun.Times(London) Jun 1988-2004/Mar 18
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File 711:Independent(London) Sep 1988-2004/Mar 19
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File 757:Mirror Publications/Independent Newspapers 2000-2004/Feb 26
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File 174:New York Times Abs 1969-2004/Mar 16
(c) 2004 The New York Times
File 475:Wall Street Journal Abs 1973-2004/Mar 15
(c) 2004 The New York Times

Set	Items	Description
S1	3912826	LIST? OR CATALOG? OR FILE? OR SCHEDUL? OR TIMETABLE? OR PR- IORIT? OR CALENDAR? OR PLAN? OR PROGRAM? OR AGENDA? OR FREQUE- NC? OR OCCUR? OR TIME? OR RATE? OR INCIDENC?
S2	130112	S1 (2N) (CONTACT? OR ADVERTIS? OR MARKETING? OR CALL? OR P- HONE? OR PHONING? OR COMMUNICAT? OR WRIT? OR VISIT? OR APPOIN- T? OR LEADS OR LEAD OR PROSPECT?)
S3	280942	S1 (3N) (ADJUST? OR MODIF? OR ADD? OR INCREAS? OR DECREAS? OR UPDAT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR REVIS?)
S4	1725	S2 AND(PHYSICIAN? OR DOCTOR? OR (GENERAL (N) PRACTITIONER?) OR (MEDIC? (2N)DOCTOR?) OR SURGEON? OR PHARMACEUTICAL? OR (- (DRUG? OR MEDECINE) (N) SAMPLE?))
S5	12925	S2 (10N) S3
S6	75	S4 AND S5
S7	74	RD (unique items)
S8	12481	S2 (5N) S3
S9	66	S4 (S) S8
S10	66	S4 (10N) S8
S11	0	S10 AND ((ASSESS? OR MEASUR? OR QUANTIF? OR GAUG? OR CALC- UL? OR DETERMIN? OR APPRAIS?) (3N) (RESPONSE? OR REACTION? OR REACTING OR REACT OR REPLIES OR REPLY OR ANSWER?))
S12	0	RD (unique items)
?		
?		
?		

Review all no good

File 268:Banking Info Source 1981-2004/Mar W1
(c) 2004 ProQuest, Info&Learning
File 626:Bond Buyer Full Text 1981-2004/Mar 17
(c) 2004 Bond Buyer
File 267:Finance & Banking Newsletters 2004/Mar 15
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Set Items Description

S1 655787 LIST? OR CATALOG? OR FILE? OR SCHEDUL? OR TIMETABLE? OR PR-
IORIT? OR CALENDAR? OR PLAN? OR PROGRAM? OR AGENDA? OR FREQUE-
NC? OR OCCUR? OR TIME? OR RATE? OR INCIDENC?

S2 41599 S1 (2N) (CONTACT? OR ADVERTIS? OR MARKETING? OR CALL? OR P-
HONE? OR PHONING? OR COMMUNICAT? OR WRIT? OR VISIT? OR APPOIN-
T? OR LEADS OR LEAD OR PROSPECT?)

S3 93730 S1 (3N) (ADJUST? OR MODIF? OR ADD? OR INCREAS? OR DECREAST?
OR UPDAT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR
REVIS?)

S4 914 S2 AND(PHYSICIAN? OR DOCTOR? OR (GENERAL (N) PRACTITIONER?)
OR (MEDIC? (2N)DOCTOR?) OR SURGEON? OR PHARMACEUTICAL? OR (-
(DRUG? OR MEDECINE) (N) SAMPLE?))

S5 2400 S2 (10N) S3

S6 45 S4 AND S5

S7 45 RD (unique items)

S8 2184 S2 (5N) S3

S9 44 S4 (S) S8

S10 44 S4 (10N) S8

S11 1 S10 AND ((ASSESS? OR MEASUR? OR QUANTIF? OR GAUG? OR CALC-
UL? OR DETERMIN? OR APPRAIS?) (3N) (RESPONSE? OR REACTION? OR
REACTING OR REACT OR REPLIES OR REPLY OR ANSWER?))

S12 1 RD (unique items)

?t s12/free K/1-1

see Negated

Set	Items	Description
S1	1448930	LIST? OR CATALOG? OR FILE? OR SCHEDUL? OR TIMETABLE? OR PR- IORIT? OR ENDAR? OR PLAN? OR PROGRAM? OR ENDA? OR FREQUE- NC? OR OCCUR? OR TIME? OR RATE? OR INCIDENC?
S2	108776	S1 (2N) (CONTACT? OR ADVERTIS? OR MARKETING? OR CALL? OR P- HONE? OR PHONING? OR COMMUNICAT? OR WRIT? OR VISIT? OR APPOIN- T? OR LEADS OR LEAD OR PROSPECT?)
S3	178138	S1 (3N) (ADJUST? OR MODIF? OR ADD? OR INCREAS? OR DECREAS? OR UPDAT? OR CHANG? OR ADAPT? OR ALTER? OR AMEND? OR VARY? OR REVIS?)
S4	13579	S2 AND(PHYSICIAN? OR DOCTOR? OR (GENERAL (N) PRACTITIONER?) OR (MEDIC? (2N) DOCTOR?) OR SURGEON? OR PHARMACEUTICAL? OR (- (DRUG? OR MEDECINE) (N) SAMPLE?))
S5	4919	S2 (10N) S3
S6	575	S4 AND S5
S7	569	RD (unique items)
S8	4257	S2 (5N) S3
S9	513	S4 (S) S8
S10	517	S4 (10N) S8
S11	19	S10 AND ((ASSESS? OR MEASUR? OR QUANTIF? OR GAUG? OR CALC- UL? OR DETERMIN? OR APPRAIS?) (3N) (RESPONSE? OR REACTION? OR REACTING OR REACT OR REPLIES OR REPLY OR ANSWER?))
S12	19	RD (unique items)

?

xc all -